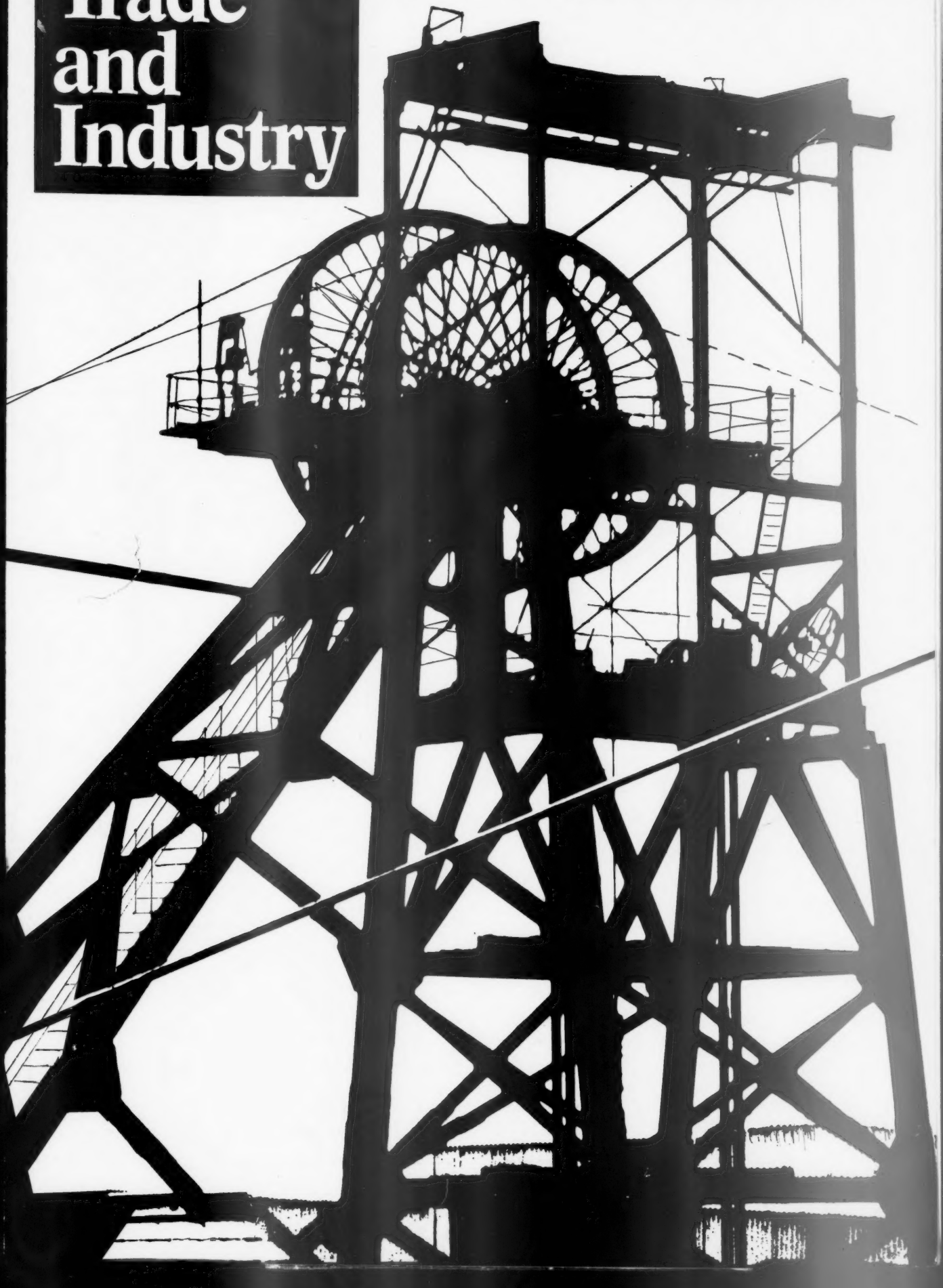
Trade and Industry

R&D in the mining industry



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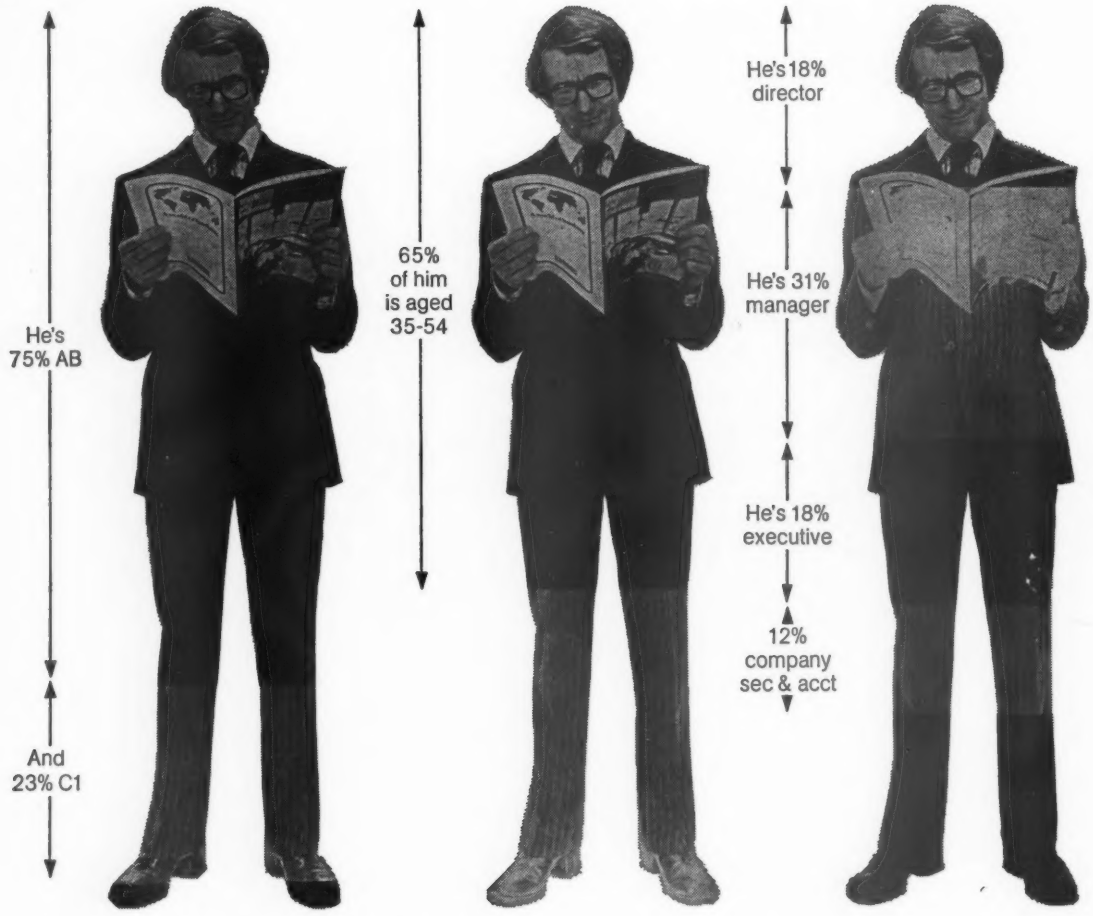

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Trade and Industry

24 October 1975

News from the Departments of Industry·Trade·Prices & Consumer Protection

To help meet the country's need to make the most effective use of its indigenous energy resources, the National Coal Board is spending more on research and development than ever before. Norman Siddall, Deputy Chairman of the NCB, writes in this issue (page 218) on the Board's present R and D policy to achieve higher productivity, greater efficiency and a safer working environment for the miners.

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Home News

Gregor MacKenzie on industrial strategy

It is vital to ensure that investment is directed where it can give the best return, Gregor MacKenzie, Minister of State for Industry, told members of the Motor Agents Association at their annual dinner on 21 October.

'The Government is determined,' said Mr. MacKenzie, 'to lay the foundation for this country to become a higher output, higher wage economy. Difficult decisions have to be taken. Both for individual firms and for the Government it may be difficult to allocate funds to investment for the future when in the battle against inflation it is necessary to keep costs to the minimum in the short term. However, in the longer term the only way to break out of the vicious circle of inflation is to increase our productivity. This means that it is vital to keep up the level of our investment, even in these difficult times, and perhaps even more vital to ensure that investment is directed where it can be most effectively used and give the best return.

'We have got to increase the level of our investment,' continued Mr. MacKenzie, 'and we have got to make better use of the capital we have already invested. This is where we lag behind other countries in performance. The point is that we must all – whatever section of the community we regard ourselves as belonging to – work together to ensure that our investment is put to better use in the future.

'That is why the Government is initiating a discussion in NEDC next month on an approach to a new industrial strategy. The co-operation of management and unions is vital in these discussions which we hope will lead in the longer term to better planning, better decisions and more effective use of investment. In the shorter term, even with the strict controls on public expenditure now operating as part of the counter-inflation policy, the Government is determined that funds should be allocated to assist investment.'

Shirley Williams emphasises balance between agriculture and consumer

It is far too easy to forget the connection between the price of food in the shops and the farmer's income, Shirley Williams, Secretary of State for Prices and Consumer Protection, told the Guild of Agricultural Journalists in London on 21 October.

One way to reduce misunderstanding would be to make sure both that consumers had more information about the problems of the primary producer and also that consumers were represented in discussions on agricultural policy, Mrs. Williams said. 'This is one of the points I shall be making when I go with the Minister of Agriculture, Fred. Peart, to the Stocktaking meeting of the EEC Council of Agricultural Ministers in Luxembourg next week.'

The same pressures applied in developing the European Common Agricultural Policy, Mrs. Williams said. She was not expecting miracles out of next week's Stocktaking, but she thought we could reasonably expect some fairly fundamental changes in the CAP in time.

The Secretary of State accepted that 'it was right to criticise the CAP for the production of unwanted surpluses and it was right to hope that farmers would respond positively to proposals for "producer co-responsibility" in reducing over-supply to match demands. Equally, that Community consumers and under-privileged countries should be given preference in the disposal of any surpluses.'

'The Government's policy for agriculture is one of expanding UK output but not, I am bound to say, at any price.'

New Chairman for Monopolies Commission

J. Godfrey Le Quesne, QC, will begin a five-year term as the new Chairman of the Monopolies and Mergers Commission on 1 December 1975. Mr. Le Quesne has been a part-time member of the Commission since 1 October 1974 with the intention of succeeding to the chairmanship in the autumn of this year.

The Secretaries of State for Industry and Trade pictured during visits to the London Motor Show. Left: Eric Varley, Secretary of State for Industry (left), at the GKN group stand with Barrie Heath, GKN group chairman, who is also a vice-president of the Society of Motor Manufacturers and Traders. Right: Peter Shore, Secretary of State for Trade (left), at the Chrysler stand. In the first eight months of this year £1,699 million – 41 per cent higher than in the same period in 1974 – flowed into Britain as a direct result of the exporting efforts of Britain's motor vehicles, components and accessories manufacturing industry. In the same period the £980 million export surplus over imports was more than 44 per cent higher than in 1974. The biggest growth area continued to be in the export of components, parts and accessories (£739 million) and other products including tractors, heavy off-road vehicles, containers and industrial engines (£338 million).

Ekofisk pipeline and tanker terminal opens

'The Ekofisk project is an example of co-operation at its best,' John Smith, Parliamentary Under-Secretary of State for Energy, said on 21 October at the formal inauguration of the Ekofisk pipeline and tanker terminal at Teesside.

'We are today witnessing an historic occasion for North Sea development. This project and the Forties field project – which will be opened by Her Majesty the Queen on 3 November – will be the first operational pipelines to land oil from North Sea fields to land terminals.

'Phillips Petroleum and Norpipe were to be congratulated on their achievement. There were no major problems on laying the 220-mile-long pipeline.

'The Ekofisk project was an example of co-operation at its best – co-operation between two governments which culminated in the UK-Norway Ekofisk Pipeline Treaty; and co-operation between the many companies drawn from different countries involved in the venture.'

'National Enterprise Board will bring about closer relationship between Government and industry'

'I want to see a closer relationship between Government and industry,' said Lord Ryder, chairman of the Organising Committee for the National Enterprise Board on 16 October. Lord Ryder, who was speaking as guest of honour at an American Chamber of Commerce lunch, said: 'One of the main purposes of the NEB will be to provide a new source of finance for industrial investment. Its aim will be to supplement, and not to displace, existing sources of finance in the private sector.

'I am certain that there are many companies who need to enlarge their equity base substantially in order to carry out the re-equipment and modernisation which is essential to their future viability. The NEB's main role will be to provide new equity capital in this kind of situation, and also long term loan capital in appropriate cases.

'I should stress that the NEB is not being set up to support unsound or uneconomic projects. Ventures of this kind will bring no benefit to Britain in the longer term.

'In deciding which projects or investment programmes to support, the NEB will have regard to the likely return on investment and the contribution which they will make to the national economy. Any proposal which comes before it will receive a critical scrutiny which will be quite as searching as that applied by any financial institution in the City.

'We hear a lot these days about "lame ducks". I am never quite sure what kind of animal a lame duck is. But if by that one means a company in financial difficulty which needs to be given some temporary support on non-commercial terms, I should emphasise that this is not the normal business of the NEB.

'The NEB will not be required to provide financial assistance from its own funds in these cases. Where, however, the Government feel that there are special reasons for involving the NEB, there will have to be a specific direction from the Government and the funds for this purpose will be supplied by the Government under the Industry Act 1972. This assistance will be separately distinguished from the NEB's normal transactions and will be dealt with specifically in the NEB's annual report.

'In addition to providing finance for industrial modernisation, the NEB will also have the task, like the former Industrial Reorganisation Corporation, of promoting the restructuring of particular sectors of industry.

'A decade ago there was a rather uncritical enthusiasm for mergers. We have now good reason to think that much of that enthusiasm was misplaced. Bigger does not always mean better. Nevertheless, there will be cases where some reorganisation is desirable to enable British industry to compete more effectively in world markets.

'Finally, the NEB will have an important role as a holding company for a number of existing Government shareholdings – for example in British Leyland Ltd., Rolls-Royce (1971) Ltd. and Ferranti Ltd. In this, as in its other activities, the NEB's aim will be to secure an adequate return on that part of the nation's capital for which it is responsible. In carrying out these tasks the NEB will, I hope, be an important means of bringing Government and industry closer together.

'In the Industry Bill the NEB is charged with promoting industrial democracy in undertakings which it controls. This is a broad concept and I prefer to concentrate on what the essential requirements in practice really are.

'The first requirement, as all good managers know, is information. Employees at all levels ought to know what a company is trying to achieve, and what this involves for them.

'The second requirement is to harness the energy, experience and enthusiasm of employees in working out ways of doing jobs more efficiently for the benefit not just of the company but also of all those who depend on it for their livelihood.

'Too often the discussion of these matters takes place on the crude level of whether management is being tough or soft. It is not a question of being tough or soft. It is a question of being realistic: it is a question of recognising how progress is made in the real world – by common understanding of the problems to be solved and by agreement on the action required.

'It is not realistic to regard a company's labour force as simply another input to production like materials and components – to be bought in when it is wanted, to be disposed of when it is not wanted, and to be moved around in whatever way fits in with the requirements of the organisation. This is not simply a recipe for disastrous industrial relations. It is also a failure to realise the full potential of the human resources within an organisation, a failure which we simply cannot afford.

'The workers for their part will recognise that greater participation in the planning of the business in which they work carries with it certain responsibilities. The improvement of productivity, on which our future depends, can come about only through joint effort by both managers and workers.

'We shall have failed in our task if we confine ourselves simply to putting more money into British industry and do not ensure that the capital provided is wisely spent and productively used.'

Lord Beswick, Minister of State, Department of Industry, at the controls of a BH7 mark 5 hovercraft during a recent visit to British Hovercraft Corporation's factory at Cowes, Isle of Wight. BHC this year gained the Queen's Award to Industry for export achievement, gained largely through the success of the 55 ton multi-purpose BH7 and the 10 ton SRN6 hovercraft. In the three years 1972 to 1974, annual export sales by BHC increased ten-fold and are now running at 70 per cent of production. Total sales since 1968 have amounted to £57 million, of which £28 million was earned from exports. Fifty-seven craft are now operating in seven countries.

No response yet to UK's proposal for Dragon project extension

No formal response has yet been received by Tony Benn, Secretary of State for Energy, to his recent proposal to extend the present arrangements for the Dragon experimental High Temperature Reactor project (see also page 216).

This was stated on 20 October by Mr. Benn in a written Parliamentary answer to Patrick Jenkin (Redbridge, Wanstead and Woodford), who asked the Secretary of State what reaction he had had from the United Kingdom's partners in the Dragon HTR project to his proposal to extend the present arrangements till June 1976 on condition that they agree to acept this by 30 November.

Mr. Benn replied: 'The signatories to the Dragon agreement are the European Atomic Energy Community (Euratom), the United Kingdom Atomic Energy Authority (UKAEA), Sweden, Switzerland and Austria.

'My proposal to extend the present arrangements until June 1976 was made in order to give the signatories other than the UKAEA time to make alternative arrangements under a new financial regime, if they wished to continue the project.

'The proposal is under discussion in the Council of the European Communities and no formal response has yet been received.'

Electricity consultative councils appointments

Shirley Williams, Secretary of State for Prices and Consumer Protection, has appointed Councillor D. A. Glue, Mr. R. P. Harling, Councillor Mrs. L. Lewton, Mr. D. A. Pattenden and Councillor Mrs. A. M. Thomas as members of the South Eastern Electricity Consultative Council until 30 June 1977.

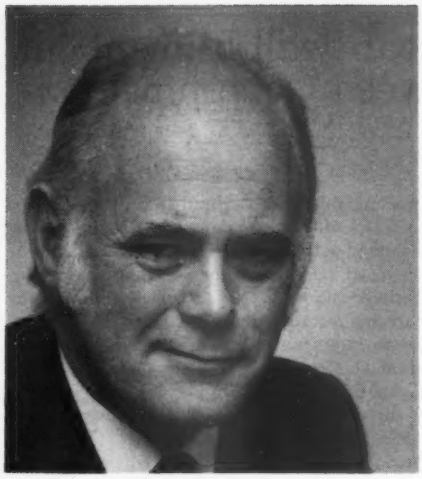
The Secretary of State has appointed Councillor Mrs. G. Williams as a member of the Merseyside and North Wales Electricity Consultative Council until 31 March 1977.

The Secretary of State for Prices and Consumer Protection has appointed Councillor T. A. Dix and Councillor T. Radford as members of the East Midlands Electricity Consultative Council until 30 November 1976.

New Registrar of Companies

Peter Shore, Secretary of State for Trade, has appointed Dennis Nottage to be the next Registrar of Companies and Registrar of Business Names. Mr. Nottage will take up these appointments from 1 July 1976, when the present Registrar, Richard Westley, retires.

Mr. Nottage, who is 47, joined the Board of Trade in 1947. He has a wide range of administrative experience including personnel, statistics and commercial and export relations. Between 1954-7 he was private secretary to the Minister of State, Lord Aldington.



Dennis Nottage, who becomes Registrar of Companies and Registrar of Business Names on 1 July 1976.

In 1974 Mr. Nottage was made responsible for co-ordinating the move of Companies House to Cardiff and the provision of microfilm facilities in London. He is also joint chairman of the working party of Companies House users that is advising the Department of Trade on the move.

Scottish Post Office Users' Council appointments

Shirley Williams, Secretary of State for Prices and Consumer Protection, has appointed Mrs. I. E. McGowran as a member of the Post Office Users' Council for Scotland. The Council members are unpaid volunteers, appointed after consultation with numerous organisations under the provisions of the Post Office Act 1969.

English Tourist Board appointment

Peter Shore, Secretary of State for Trade, has appointed Sydney Royle to be a member of the English Tourist Board for two years. Mr. Royle, who is manager of Co-op Travel, has been involved in the travel industry for over 40 years.

Medical scales for merchant ships and fishing vessels

Regulations which amend the list of medicines required to be carried on merchant ships and fishing vessels have been issued by the Department of Trade. The Merchant Shipping (Medical Scales) (Merchant Ships and other vessels) (Amendment) Regulations 1975 (SI 1975/1581; HMSO, price 12p) come into operation on 27 October 1975. They amend the Merchant Shipping (Medical Scales) Regulations 1974 and the Merchant Shipping (Medical Scale) (Fishing Vessels) Regulations 1974.

The new Regulations delete codeine compound tablets and require instead the carriage of either soluble aspirin and codeine tablets or paracetamol tablets. They also allow merchant ships and fishing vessels which are required to carry morphine ampoule syringes, to carry as an alternative morphine sulphate injection ampoules with separate syringes.

The Regulations also allow the carriage of pethidine tablets as an alternative to morphine sulphate tablets, which are required to be carried on certain merchant ships.

The amendments have been made (a) in the case of morphine ampoule syringes and pethidine tablets to add flexibility to the medical scales and, (b) codeine compound tablets are now available on prescription only as they are thought harmful if taken regularly over a long period.

Impression of the Vosper-Caliari 38 motor yacht, which is to be the first joint project of Vosper Thornycroft Ltd., Portsmouth, and the Monaco-based designers Caliari Yacht. Vosper Thornycroft will bring to the association long experience in the hydrodynamic and structural design of fast seagoing hulls, and in machinery, electrical and other installation work to high standards of performance and reliability. The Vosper-Caliari 38 is a vessel of 203 tonnes full-load displacement, 38 metres in length, and powered for speeds of up to 27 knots. It is envisaged that the yacht would be built at the Vosper Thornycroft shipyards in Portsmouth, and outfitting, furnishing and decorative work completed in Italy.

Standards work adapting to changing needs, says BSI Annual Report

The speed with which standards work adapts to national issues of contemporary concern is emphasised by Baroness Seear, President of BSI, in her foreword to BSI's Annual Report, presented at the Annual General Meeting of the Institution in London on 15 October. This capacity is reiterated by Mr. G. B. R. Feilden, Director General of BSI, in his review of the year.

He points to areas of increasing standards activity in energy conservation, environmental protection, production efficiency, health and safety measures – all directly concerned with the quality of life.

Another significant aspect of standards work during the year has been BSI's close co-operation with Government to protect the industrial and community environment. The report of the Flixborough Inquiry underlined the basic contribution which British Standards make to a safe working environment. The Chairman of BSI, Sir Frederick Warner, was Technical Adviser to the Inquiry. With the coming into full force on 1 April 1975 of the Health and Safety at Work, etc., Act 1974, BSI has been discussing with the Health and Safety Executive the provision of codes and standards needed under the Act. The recently completed series of British Standards on respiratory protection and BSI's work on protection against noxious chemicals are examples of the relevance of standards to regulatory needs.

The Annual Report draws attention to the important legislative development embodied in the implementation of the EEC Low Voltage Directive in this country. This will be achieved through the Factory Acts, the Health and Safety at Work, etc., Act, the Building Regulations and the Electrical Equipment (Safety) Regulations, under the Consumer Protection Act. The latter Regulations require all electrical equipment sold for operation in the UK between 50 V and 1,000 V a.c. (75 V to 1,500 V d.c.) to be safe. The Department of Prices and Consumer Protection has now issued administrative guidance to enforcement authorities indicating the national and international standards which, in the Government view, offer the degree of safety required by the Regulations.

The implementation of the Directive by the governments of the EEC 'is expected to lead to a considerable increase in national and international standards activity in which, given the necessary support, BSI will play a major role,' says the Report.

In considering the effect of the changed world economic scene on international standards work the Report notes that the identity and purpose of ISO is now being closely examined. Just as national standards priorities have to be more firmly established in times of financial stringency, so the production and implementation of international standards will come under the microscope in the months ahead. A more critical approach to the acceptance of new work should mean that those items of primary concern to economic development will have a stronger call on the financial resources available.

The emphasis on speed is crucial to European standards. As Vice-President of CEN for the next two years, BSI's Director General has a particular responsibility to maintain the momentum of the priority programme. 'If we in CEN and CENELEC do not produce the harmonisation results required, the EEC Commission will be compelled to fulfil that task itself. European standards required for the implementation of Directives must therefore be tailored to legislative requirements and produced by the target date stipulated, even if this entails a certain degree of compromise in the final outcome.'

But the foundation for all standards work, national or international, must be the money to pay for it. In a year of unprecedented inflation stringent economy measures within BSI and an interim price increase of publications were necessary to maintain the level of standards activity against increasing financial pressures.

The Accounts for the year show that BSI made a small overall surplus of £49,000. Quality Assurance activities in fact achieved a surplus of £92,000 but, offsetting this, standards making activities incurred a deficit of £44,000 in the year.

Although BSI's total revenue increased by 18.5 per cent to £4,855,000 the revenues of Quality Assurance and Technical Help to Exporters increased by higher percentages. Standards making revenue increased in total by only 16 per cent because the contribution of government to that revenue fell from 37 per cent in 1973/74 to 30 per cent in 1974/75. Sales and subscriptions earned for standards making activity in fact increased by 30 per cent in 1974/75 and offset the reduction in Government grants. The report notes that 'this sets the pattern for the future sources of income and represents a major change of gear for the financing of standards work'.

It is encouraging that the fixed system of subscriptions, introduced in April, has so far enjoyed positive support from BSI's 16,000 members. It is expected to produce a much more stable basis of income (linked to inflation) for the future planning of standards work. A purposeful commitment from the membership of BSI to the new arrangements is essential to finance the major work programmes which are now being sought by the various sectors of industry.

Bread prices

One of the major plant bakers has informed the Department of Prices and Consumer Protection that, in order to comply with the provisions of the Price Code, it proposed to reduce the price of its large standard loaves in Great Britain by ½p from Monday, 20 October. Under the provisions of the Bread Subsidy Scheme, variations in selling prices require the prior approval of the Secretary of State and she informed the company that the necessary permission was being granted on this occasion. Other bread companies have been informed that they will be permitted to make similar reductions from the same date if they wish to do so. The Secretary of State did not feel that it would be right to interfere with the normal processes of competition on this occasion but she is aware of the adverse effects which price-cutting to an uneconomic level can have on the industry and its employees.

The Secretary of State is aware that there are certain cost increases in the pipeline for bread which may necessitate a price increase in the winter. The new lower price levels are therefore likely to be short-lived.

The Secretary of State is taking immediate steps to amend the Bread Prices Order to ensure that price reductions are fully passed on to consumers.

New appointment to Domestic Coal Consumers Council

Shirley Williams, Secretary of State for Prices and Consumer Protection, has appointed Mr. R Parry as a member of the Domestic Coal Consumers Council.

The Council members are unpaid volunteers, appointed after consultation with numerous organisations under the provisions of the Coal Industry Nationalisation Act 1946.

VAT: general guide notice revised

HM Customs and Excise have published a revised edition of Notice No. 700 (VAT: General guide) to replace the September 1973 edition. It takes into account the introduction of the higher rate of VAT and Notices No. 745 (VAT: Preparation for additional rates and No. 741 (the higher rate of VAT) are cancelled.

Some of the points covered in earlier Notices have been explained more fully in the light of experience in the operation of VAT. Information published in past issues of the quarterly *VAT News* has also been incorporated.

Material alterations in the text are indicated in the Notice. The sections dealing with registration, input tax, and accounting have all been expanded, and it is hoped that the additional guidance will prove useful to taxable persons. There is further information about tax points in particular circumstances, and about the tax position of business gifts and free samples. The Appendices which illustrate the recording of VAT have all been updated to include transactions at the higher rate as well as the standard rate. A new Appendix gives guidance on completing Part B of the VAT return.

All VAT registered traders will receive a copy of Notice No. 700. The notice is being sent to trade associations and other representative bodies and organisations.

Clearance of merger proposals

Shirley Williams, Secretary of State for Prices and Consumer Protection, has decided, on the information at present before her not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

Walter E. Heller International Corporation and Alex Lawrie Factors Ltd.
BTR Ltd. and Permali Ltd.
Unilever Ltd. and Nairn Williamson Ltd.
Compagnie Financiere Eternit SA and Atlas Stone Co. Ltd.
Inchcape and Co. Ltd. and The Anglo-Thai Corporation Ltd.
The Central Manufacturing and Trading Group Ltd. and LCP Holdings Ltd.

The *Camilla M,* the fourth in a programme of 11 standard B26 bulk carriers ordered from Austin and Pickersgill, Sunderland. The vessel, purchased by Mavroleon Brothers Ltd., is registered in Liberia. She will join her sistership, *Anna M,* the second in the B26 series, which was delivered to Mavroleon Brothers in July. The *Camilla M* is designed for worldwide trading and is constructed to the highest class of the Lloyd's Register of Shipping. In addition she conforms to the latest British Department of Trade requirements as well as those for the Panama Canal and St. Lawrence Seaway.

Contraceptive sheaths: Monopolies and Mergers Commission's recommendations implemented

Sales of contraceptive sheaths should yield reduced profits after 1 December this year, said Alan Williams, Minister of State for Prices and Consumer Protection, in the House of Commons on 16 October. This will result from undertakings given by LRC International and its subsidiary companies to implement recommendations in the Monopolies and Mergers Commission's report published last February.

Replying to a question, Mr. Williams said:

'As a result of the consultations which the Director General of Fair Trading has, at my request, had with LRC International Ltd. the company have given certain undertakings which I consider are requisite for the purpose of remedying and preventing the adverse effects specified in the report, and meet the suggestions made by the Commission concerning a reduction in retail prices and the level of distributive margins. The aim of the undertakings is to reduce the company's profits on home sales of contraceptive sheaths to approximately £525,000 in a full year. (The comparable profit figure for 1972/73, which was strongly criticised by the Commission, was £2,015,000.)

'LRC have undertaken to specify and publicise maximum retail prices for their principal brands of contraceptive sheaths and to make it a condition of sale that these maximum prices should not be exceeded. Despite cost increases the maximum prices of the higher priced products will be reduced by 11 per cent and medium priced brands by 2½ per cent; the prices of the cheapest products will be held steady. The new price structure will come into force on 1 December this year. The company have further undertaken not to alter any of these prices in future without the prior approval of the Director General of Fair Trading.

'In the light of the criticisms made by the Monopolies and Mergers Commission of their pricing policy and of excessively high levels of distributive margins, LRC have undertaken to introduce a substantially revised and simplified wholesale discount structure which will give discounts of from 50 to 58 per cent, according to quantity, on the applicable new maximum retail prices exclusive of VAT, with proportionate discount arrangements for sales of "own label" brands of contraceptive sheaths. The discount structure also will not be changed without the consent of the Director General of Fair Trading.

'As price, discount and profit levels may need to be adjusted in the light of changing circumstances, the undertakings will be reviewed annually, or more frequently if necessary, to ensure that they are meeting the purposes for which they have been given.

'Prices for vending machine sales, which are currently running at a loss, will be examined at the first annual review.

'Although the undertakings given do not for the moment apply to new products, these will be considered at the annual and other reviews to see whether it would be appropriate for undertakings to be given in respect of them.'

The reference on the supply of contraceptive sheaths in the United Kingdom was made to the Monopolies and Mergers Commission on 4 September 1972 under Section 2(1) of the Monopolies and Restrictive Practices (Inquiry and Control) Act 1948 as amended by the Restrictive Trade Practices Act 1956, and the Monopolies and Mergers Act 1965. The transitional provisions of the Fair Trading Act 1973 enable the report to be dealt with under that Act.

The report was published on 6 February 1975. The Commission found that monopoly conditions (as defined in the legislation in force when the report was submitted) prevailed in the supply of contraceptive sheaths in the United Kingdom, because the supplier, LR Industries Ltd. (a subsidiary of LRC International Ltd.), had more than one-third of the market.

The Commission concluded that LRI's pricing policy was a thing done by the company as a result of, and for the purpose of, preserving its monopoly, and that it operated against the public interest. It is this adverse effect which the undertakings are designed to remedy.

New appointments to Monopolies and Mergers Commission

Shirley Williams, Secretary of State for Prices and Consumer Protection, has appointed Mrs. Caroline Miles, Lady Bowden and John Copp as part-time regular members of the Monopolies and Mergers Commission from 1 July 1975, 12 August 1975 and 8 October 1975, respectively.

Local price surveys: grants for new areas

The Department of Prices and Consumer Protection has approved more £1,000 grants for local price surveys throughout the country.

The surveys aim to provide the housewife with an important weapon for combating the rising cost of living. The grants were announced in the Government's counter-inflation package after pilot schemes had shown that information from local surveys could save housewives nearly 20p in the £ on their shopping bills without having to shop around.

Areas for local price comparisons approved recently are:

NORTHUMBERLAND: Blyth;

WEST YORKSHIRE: Bradford, Dewsbury, Halifax, Huddersfield, Keighley, Leeds City Centre, Leeds Crossgates, Morley, Pontefract, Wakefield;

DERBYSHIRE: Alfreton, Buxton, Chesterfield, Derby, Long Eaton, Swadlincote;

DEVON: Barnstable, Exeter, Torquay, Plymouth City Centre, Plymouth suburbs;

GREATER LONDON: Dagenham, Ealing;

HERTFORDSHIRE: Watford, Hemel Hempstead, St. Albans, Stevenage, Cheshunt, Waltham Cross;

GREATER MANCHESTER: Rochdale, Oldham, Levenshulme, Rusholme, Wythenshawe, Ashton, Wigan, Bolton, Bury, Swinton, Stockport, Altrincham/Hale;

GWENT: Newport, Cwmbran, Blackwood.

These grants increase the number of areas in which housewives are helped to achieve savings to 73.

Similar schemes from other parts of the country are under consideration.

Rushmoor prices surveyed

The Rushmoor district of Farnborough has became the fifth shopping area to have prices in supermarkets and shops scrutinised as part of a series of checks requested by Shirley Williams, Secretary of State for Prices and Consumer Protection.

The surveys, organised by the National Federation of Consumer Groups with the support of the Department of Prices and Consumer Protection, cover a compact area and compare prices of a range of basic foodstuffs and other essential items in a number of named supermarkets, butchers' and greengrocers'. Results from previous surveys have shown that savings of up to 20p in the £ could be made without shopping around.

The Rushmoor survey, undertaken by the Rushmoor Consumer Group under the chairmanship of Alex Crawford, visited five supermarkets, four butchers' and four greengrocers'. Detailed results of the Rushmoor survey are available from Alex Crawford, 14 Firs Close, Farnborough, Hants; tel. 0252 44830.

Patents endorsed 'Licences of Right

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
24 September 1975		
1,087,294	Jacob Lionell Davies	An improved door for fireplaces, stoves, furnaces or the like
1,087,296	Jacob Lionell Davies	An improved door for fireplaces, back boilers or stoves
1,166,885	Regie Nationale des Usines Renault	Improvements in air distributor boxes for heating or ventilating systems of vehicles
1,201,363	Regie Nationale des Usines Renault	Improvements in cylinder heads of internal combustion engines
1,353,505	The Japan Tobacco and Salt Public Corporation, formerly known as The Japan Monopoly Corporation	Process for preparing sheet-like material for smoking
1,354,943	The Japan Tobacco and Salt Public Corporation, formerly known as The Japan Monopoly Corporation	Process for preparing licorice extract-like material for tobacco flavouring
1,355,570	The Japan Tobacco and Salt Public Corporation, formerly known as The Japan Monopoly Corporation	Process for producing material for smoking
1,251,733	International Standard Electric Corporation	Electronic switching network
1,347,078	International Standard Electric Corporation	Improvements to transponder beacons
1,338,402	The Post Office	Conveyor systems
1,365,562	Chinoin Gyogyszer-Es Vegyeszeti Termekek Gyara Rt	Solutions of penicillin derivatives and process for preparing same
1,373,341	Conveyancer Ltd.	Electric motor control circuits
1,388,331	Raymond August Heisler	Plastics containers and covers therefor
30 September 1975		
1,066,022	United States Energy Research Development Administration	Optical antiflash device
1,124,098	United States Energy Research Development Administration	Air sampling method and apparatus
1,154,896	United States Energy Research Development Administration	Treatment of steel
1,173,170	United States Energy Research Development Administration	2-aryl indoles and methods for their use
1,214,600	United States Energy Research Development Administration	Nuclear reactor control rod drive assembly
1,227,688	United States Energy Research Development Administration	Cobalt-rhenium energy source
1,230,159	United States Energy Research Development Administration	Void fraction and vapour quality measuring device
1,248,138	United States Energy Research Development Administration	Nickel-chromium alloy
1,249,409	United States Energy Research Development Administration	Environmental gas monitor for radioactivity
1,251,939	United States Energy Research Development Administration	A radioisotopic power source
1,251,940	United States Energy Research Development Administration	Method of operating a radioisotope radiation source
1,253,928	United States Energy Research Development Administration	Single acting follower heart assist device
1,254,407	United States Energy Research Development Administration	Nuclear fuel particles
1,264,259	United States Energy Research Development Administration	Production of a mixture of an actinide oxide and carbon and the production of actinide carbides and nitrides therefrom
1,265,775	United States Energy Research Development Administration	Process and apparatus for converting PuF_6 into PuF_4
1,281,849	United States Energy Research Development Administration	Thermal battery
1,307,089	United States Energy Research Development Administration	Method for preparing stable urania-plutonia sols
1,307,090	United States Energy Research Development Administration	Method for preparing stable urania-plutonia sols
1,096,552	Rheiner Maschinenfabrik Windhoff AG	Improvements in train marshalling apparatus
1,151,258	Rolls-Royce Motors Ltd.	Improvements in or relating to two directional self energising disc brakes
1,277,276	Rolls-Royce Motors Ltd.	Vehicle road speed control system
1,317,298	Standard Telephones and Cables Ltd.	Radio navigation beacon
1,331,053	Alfred Herbert Ltd.	Lathes with automatic tool change facilities
1,331,054	Alfred Herbert Ltd.	Machine tools with automatic tool change facilities
1,372,690	Alfred Herbert Ltd.	Multi-spindle machine tools
1,335,588	United States Energy Research Development Administration	Fluidised bed production of uranium monocarbide and uranium monocarbide-uranium aluminide mixtures
1,366,158	United States Energy Research Development Administration	Multiple lens camera for obtaining time sequential images
1,382,139	Werkzeugmaschinen fabrik Adolf Waldrich Coburg	Template-controlled trueing device for form wheels
3 October 1975		
1,206,287	Agfa Aktiengesellschaft	Photographic camera
1,254,071	Charles William Berthiez	Work support for a machine-tool
1,260,665	Orsymonde	Improvements in or relating to extracts of limewood
1,268,082	Orsymonde	Improvements in or relating to bis-(carboxy-alkylene-alkylene-thio)-decanes

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. Armitage, Comptroller

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Wales. Tel: Cardiff 62131 (STD code 0222)

Northern Region. Tel: Newcastle upon Tyne 27575 (STD code 0632)

North West. Manchester, tel: 061-236 2171

Yorkshire & Humberside. Tel: Leeds 443171 (STD code 0532)

East Midlands. Tel: Nottingham 46121 (STD code 0602)

West Midlands. Birmingham, tel: 021-632 4111

South West. Tel: Plymouth 21891 (STD code 0752) or Bristol 291071 (STD code 0272)

London & South East. London, tel: 01-212 6343

Eastern Region. London, tel: 01-212 0289

Northern Ireland. Tel: Belfast 34488 (STD code 0232) or London 01-493 0601

Small Firms Information Service receives 100,000th inquirer

'The present Government recognise the vital role of small businesses and is determined to create the economic climate in which they can prosper,' said Gregor MacKenzie, Minister of State for Industry, at a reception at Luton on 14 October to mark the 100,000th inquirer received by the Small Firms Information Service.

'This does not mean feather bedding' he added, 'nor do I think that small firms want this. Our aim and our policy is to ensure that they are not unfairly treated. Our record shows that we are prepared to amend measures with this in mind. We shall continue to keep a close watch on the health of the small firms sector and on the effects of Government action on small firms, and will not hesitate to take any steps which are necessary to make sure that small businesses can continue to play their proper part in the life of Britain'.

Mr. MacKenzie said that from his talks with businessmen he found that they are far more confident of their ability to come through these difficult times than is commonly made out. 'What they ask of Government is not to be put in a privileged position but that we should control inflation and get the economy on the move again. This we are determined to achieve and with our success many of the worries of small firms will disappear.'

'The record of the Small Firms Information Service,' said Mr. MacKenzie, 'is one of which any commercial enterprise would be proud. A recent independent study has shown that more than 95 per cent of the inquirers contacted by the consultants were well satisfied with the help they had been given and other studies have indicated that nearly half of Britain's small firms know that the service is available.'

The Government was looking at new ways of helping small firms, Mr. MacKenzie continued. 'I recently inaugurated a pilot counselling scheme in the North East of England. Under this scheme the managers of small firms now have access to groups of people drawn from industry, education and the professions who are prepared to discuss problems and help to point towards solutions. We are watching the progress of this scheme and also looking very carefully at other ways in which the Centres can give a better service to the small firm.'

The 100,000th inquirer of the Small Firms Information Service was Mundford Marine Ltd. of Ickburgh in Norfolk, manufacturers of pleasure craft and service vessels based on a small range of hulls and engine arrangements. The service craft can be outfitted to meet a variety of uses such as Customs, patrol work, pilot boat, diving platform, personnel or stores carriers. One is being used for experimental oyster dredging, while another is provided with equipment for oil slick disposal.

The problem concerned a foam substance which the company had heard could be inserted into fuel tanks, acting as a sponge to stop excessive movement of fuel. Mundford Marine asked the Small Firms Information Centre whether this substance could be used with diesel fuel; whether it could be used with oil dispersal fluid and who manufactured the product. The company was put in touch with the right contacts within the hour.

The company, which first used the Luton Centre when it opened two years ago commented 'As a small firm in a rural area we have no recourse to libraries—the nearest is 10 miles away—and by using the Centre we find that we have become a mine of information ourselves.' In the past the Small Firms Information Service has helped Mundford Marine in a number of ways, from contacting Middle Eastern oil companies to finding sources of supply of material for trim work, a part for a boat's galley and a specialist shut down valve for use in hydrocarbon atmospheres.

Gregor MacKenzie (right), Minister of State for Industry, with special responsibility for small firms, seen with Capt. G. D. Hargreaves (left), of Mundford Marine Ltd., Ickburgh, Norfolk, manufacturers of pleasure craft and service vessels. The picture was taken at a reception at Luton to mark the 100,000th inquiry (by Mundford Marine) answered by the Government's Small Firms Information service. In the centre is Councillor D. Fuller, Mayor of Luton.

Government factory for Chesterfield

Work has started on a 1,350m² advance factory for the Department of Industry on the Sheepbridge Industrial Estate, Chesterfield.

A contract worth about £120,000 has been awarded by the English Industrial Estates Corporation to H. Camm and Co. Ltd., of Chesterfield, who are building the factory. Architects for the project are Abbey and Hanson Rowe and Partners of Huddersfield, and the quantity surveyors are Turner and Townsend of Sheffield.

The premises should be ready for occupation by the end of March 1976.

Inquiries regarding purchase or lease should be made to: the Regional Director, Department of Industry, Cranbrook House, 47 Cranbrook Street, Nottingham NG1 1ES (tel. Nottingham (0602) 46121).

New company takes over Bridgend factory

John Morris, the Secretary of State for Wales, has announced that Cargo Van Equipment Ltd. has been allocated a Government factory on the Bridgend Industrial Estate.

Cargo Van Equipment Ltd. is a new company which has recently been formed as part of a joint venture by Automotive Equipment Beteiligungs GmbH and Alcan Europe NV in order to acquire and carry on the activities of Clark Equipment Ltd. who previously occupied the 25,000 sq. ft factory.

The reallocation of the factory will safeguard the jobs of the 72 people who are at present employed there on the manufacture of prefabricated modular-based cargo van bodies. In addition, it is expected that by the end of 1977 the labour force should have increased to 120, of whom 106 will be men.

The Welsh Office is making financial assistance available to Cargo Van Equipment under the terms of the 1972 Industry Act.

International conference to discuss liability for oil pollution

Representatives of nine governments are attending a conference in London this week to discuss the Convention on Civil Liability for Oil Pollution Damage from Offshore Operations. The object of the Conference is to draw up an international agreement to impose strict liability on offshore oil and gas operators in the participating countries for any damage that they might cause through oil pollution.

The countries taking part in the Conference are Belgium, Denmark, France, Ireland, Netherlands, Norway, Sweden, the United Kingdom and the Federal Republic of Germany.

The Conference is being held at Riverwalk House, Millbank, from Monday, 20 October to Friday, 31 October. The UK delegation is led by Peter Archer the Solicitor-General.

Scheme of assistance to the clothing industry

Last week's *Trade and Industry* carried a brief report of a £20 million scheme of assistance to the clothing industry. Further details are published below:

SCHEME OF ASSISTANCE UNDER SECTION 8 OF THE INDUSTRY ACT 1972

The Government has decided to make available up to a maximum of £20 million under Section 8 of the Industry Act 1972 to assist the clothing industry by encouraging rationalisation and restructuring and the improvement of productivity and efficiency, thereby improving the security and prospects of those working in the industry. The aim is to enable the industry to meet competition without continuing special Government assistance.

Financial assistance will be made available, on a limited scale and for a limited period, to individual firms (as defined in Annex 1). Applications must be submitted before 31 December 1976 and projects completed by 31 December 1978. Applications must be made or initiated before the project is started.

The objective of the Scheme is to improve the industrial and commercial structure of the clothing industry by actively encouraging:

i greater concentration of activity in more efficient units
ii restructuring and reorganisation within firms without an overall increase in the capacity of the industry.

The Scheme will be operated selectively. As a prior condition of approval, it will have to be shown that an individual project is consistent with the objectives of the Scheme, in particular:

a is commercially and technically viable;
b is appropriate to the managerial and financial resources of the applicant firm;
c will signficantly improve productivity and efficiency.

Categories of assistance

Three categories of assistance will be available:

i *Category 1: Consultancy Assistance*
Grants at 50 per cent of approved consultancy fees to companies or groups employing not more than 300 people in clothing manufacture for the use of consultants to investigate problems, and formulate proposals directed at improving productivity and efficiency in individual firms: reports, which must be made available to the Department, may cover advice on management and investment and on the scope for possible mergers or common service projects. In each case the Department of Industry must be satisfied that there is a reasonable prospect of a Category 2 or 3 project emerging from the consultants work or that, where such an outcome is inappropriate, alternative means of improving productivity and efficiency can be found.

Companies applying for assistance towards consultancy assignments will be required to provide the following information initially:

a A full description of the proposed Consultancy Assignment, its purpose and objectives, proposed cost and the name and address of the consultancy firm which it is proposed will carry out the assignment.
b Copies of each of the last three years' audited accounts.
c Further information as required.

In those cases where, as a result of this investigation, a company decides to implement recommendations concerning a project whose cost is estimated to be less than £30,000 and does not qualify for Category 2 assistance a further grant of 50 per cent of approved costs may be made towards the costs of consultants employed to implement these more limited measures. Category 1 assistance to any one firm will not normally exceed £5,000.

ii *Category 2: Investment Assistance*
Grants of up to 20 per cent may be offered towards the costs of investment projects of not less than £30,000 which satisfy the objectives set out in paragraph 3 above and the criteria in paragraph 4. Priority will be given to projects involving areas faced with particularly pressing social problems and sectors of the industry facing serious problems of adjustment. The rate of grant is not automatic and lower rates of grant will be paid in respect of large projects. Account will also be taken of the benefit to the economy accruing from the project.
Qualifying costs for investment projects under Category 2 will cover new production and handling equipment necessitated by the project, ie items of equipment specified in Annex 2 or of a similarly advanced technology; professional charges; erection and installation costs, including structural alterations to buildings; and other costs which can be shown to be directly attributable to the project.
Consultancy costs associated with the implementation of the project may be included as a professional charge. Road vehicles and reconditioned or used equipment will not be eligible for assistance.

iii *Category 3: Assistance for Restructuring and Reorganisation*
Assistance may be available for projects involving common service ventures, mergers, restructuring or reorganisation. This assistance will not be available in respect of costs covered by Category 2. These may include the capital costs of rationalisation of production, management control or marketing, and additional working capital if necessary.
The form of assistance under Category 3 will be similar to that provided under Section 7 of the Industry Act.

In order to assist the Department in its assessment, companies applying for assistance under Categories 2 or 3 will be expected to provide:

a A full description of the project, its purpose, details of the proposed cost and timescale, sales prospects and market outlets and an estimate of the contribution it is expected to make towards the objectives of the Scheme.
b Estimates of cash flow and forward trading estimates commencing at the date of the last audited balance sheet and continuing for the first three years following the start of capital expenditure on the project. The forward trading estimates should include profit and loss accounts, together with the relevant balance sheets.
c Copies of each of the last three years audited accounts.
d Further information as required.

Industry Act 1972 – Section 7 Assistance

A company in the assisted areas intending to carry out a project under Categories 2 or 3 may be eligible for Section 7 selective assistance as an alternative, but not as a supplement, to assistance under the Scheme. In Northern Ireland, assistance may be available alternatively under the Industries Development Acts.

Regional Development Grants

Where in Great Britain Category 2 or 3 expenditure is also eligible for Regional Development Grants, the grants under the clothing industry scheme will be assessed on the approved project costs net of Regional Development Grant. In Northern Ireland certain project expenditure may be eligible under the Industrial Investment Acts 1966 to 1971. In these cases the grants under the clothing industry scheme will be assessed on the approved project costs net of assistance under the Industrial Investment Acts.

General provisions of the Scheme

It will be a condition of assistance provided under the Scheme that companies provide such information as is required to allow the Department of Industry to monitor the project and the Scheme.

As stated in the White Paper 'The Attack on Inflation' (Cmnd. 6151) the Government will not provide discretionary assistance under the Industry Act 1972 to companies who have broken the pay limit.

Consultation

Companies contemplating substantial restructuring projects which have significant implications for their employees should consult representatives of their employees at an early stage.

Repayment of Category 2 grants

It will be a condition that equipment purchased or new buildings erected are retained in use for the approved purpose for a minimum of five years. If such equipment or buildings are sold or otherwise disposed of within five years the grant may be repayable in full.

Administration of the Scheme

Application forms and notes of guidance for applicants are available from the appropriate Regional Office of the Department of Industry or, in Scotland, Wales or Northern Ireland, from the Scottish Office, Welsh Office or Northern Ireland Department of Commerce. Addresses are at Annex 3. Detailed inquiries about the scheme should be made to:

Department of Industry
Clothing Scheme Administration Unit
Sunley Building
Piccadilly Plaza
Manchester M1 4BA (tel. 061-236 2171)

Productivity Centre

To encourage the dissemination and implementation of advice on how to improve productivity, the industry proposes to set up a Productivity Centre. The Government has agreed to provide assistance for the Centre during the initial period. The Centre will provide information and technical assistance to firms, and will collaborate with equivalent institutions and industries in other countries of the EEC.

A second Scottish plant for Joy Manufacturing Co. (UK) Ltd. – at Kilbride – has been declared officially open by Sir Derek Ezra, chairman of the National Coal Board (right). The plant, including all machine tools and equipment, was acquired for £1 million earlier this year from the Cincinnati Co. Ltd. Joy plans to invest a further £1 million in the plant during the next two or three years. The factory is initially providing work for about 100 people, rising eventually to 300. Joy has been manufacturing mining machinery and air compressors at its Greenock plant for 25 years. The East Kilbride facility will enable the company to meet the increased demand for its products and to add new products to the range, including Denver mineral processing and slurry pump equipment and Western Precipitation dust control plant. With Sir Derek in the picture are James W. Wilcock, chairman and president, Joy Manufacturing Co., Pittsburgh (left), and R. B. Dunn, director-general, Mining Department, National Coal Board.

Annex 1 Company eligibility

For the purpose of this scheme companies covered by the Minimum List Headings of the Standard Industrial Classification, listed below, will be eligible. Eligible firms will normally be registered with either the Clothing and Allied Products Industry Training Board, the Northern Ireland Clothing and Footwear ITB, or the Knitting, Lace and Net Industry Training Board. Applications from companies proposing to enter one of the eligible sectors may be considered.

Note: Workrooms attached to retail shops are excluded.

441 *Weatherproof Outerwear*
Making raincoats, oilskins, rubber outerwear and other waterproof outerwear, including outerwear cut from plastic materials, for adults and children of both sexes.

442 *Men's and Boys' Tailored Outerwear*
Making men's and boys' overcoats, suits, jackets, trousers, kilts, uniforms, liveries, etc.; whether ready-made or to measure. Clerical (cassocks, surplices, etc.), academic, legal, etc., clothing made by men's tailors if included.

443 *Women's and Girls' Tailored Outerwear*
Making coats, costumes, skirts, slacks and other tailored garments for women and girls.

444 *Overalls and Men's Shirts, Underwear, etc.*
1 *Heavy overalls and jeans*
Making men's and women's industrial overalls, dungerees, jeans, and similar garments, chefs' clothing, etc.
2 *Men's and boys' shirts, underwear and nightwear*
Making men's and boys' shirts, collars, pyjamas, dressing gowns, underclothing, athletic clothing, etc.

445 *Dresses, Lingerie, Infants' Wear, etc.*
1 *Light outerwear*
Making women's and girls' dresses, blouses, dressing gowns, domestic aprons and overalls and other untailored outergarments.
2 *Lingerie*
Making women's and girls' underclothing, nightdresses, pyjamas, etc.
3 *Infants' wear*
Making clothes designed for infants.

446 *Hats, Caps and Millinery*
1 *Felt hats*
Manufacturing wool felt and fur felt hats, hoods and capelines.
2 *Other*
Manufacturing all other sorts of headgear (except fur hats) for adults and children and made-up linings, etc. for headgear.

449 *Dress Industries not elsewhere specified*
1 *Corsets and swimwear*
Manufacturing corsets, suspender belts, brassieres, etc., women's and girls' swimsuits and men's and boys' swimtrunks.
2 *Gloves*
Manufacturing all types of cloth, leather or fur gloves and mittens, except sports gloves.

Eligibility of certain knitwear projects

Assistance will also be available under this Scheme for projects concerned with the cutting and making up of clothes made from knitted fabric by cut-and-sew processes when these processes are carried out in knitting establishments classified to MLH 417.

Annex 2 Scheme of Assistance for the Clothing Industry under Section 8 of the Industry Act 1972

Type of machinery and equipment which may qualify as part of an overall scheme of re-equipment.

a Special sewing equipment
Automatic contour and profile seamers, long seamers, machines with multiple sewing heads for specific purposes, machines with position sensing sewing heads, numerically controlled sewing machines. Machines which sew automatically specific component parts of garments (eg pockets, fly fronts)
Equipment for programmed sequence of sewing operations.

b Pressing and fusing equipment
Presses of modern design, for the purpose of improving productivity and/or the standard of pressing. Modern equipment for the fusing of interlinings with high quality performance and productivity.

c Handling equipment
Major systems for transporting work within the factory.

d Other major items
1 Computerised pattern grading, laymaking and marking equipment.
2 Laser cutting equipment.
3 Machines for laying-up measuring, cutting and sewing hems automatically.

(*See also overleaf.*)

Annex 3

Information and advice about the scheme are also available from offices responsible for the area in which the project will be located. These addresses are given below.

SCOTLAND
Comprising the whole of Scotland.
Scottish Economic Planning Department,
314 St. Vincent Street,
Glasgow G3 8XF. Tel. 041-248 2885.

WALES
Comprising the whole of Wales.
Welsh Office,
Government Buildings.
Gabalfa,
Cardiff CF4 4YL. Tel. 0222-62131.

NORTH
Northumberland, Tyne and Wear, Cleveland, Durham and Cumbria (except the Employment Office area of Barrow-in-Furness, Dalton-in-Furness, Ulverston and Grange-over-Sands).
Department of Industry,
Wellbar House,
Gallowgate,
Newcastle-upon-Tyne NE1 4TR.
Tel. 0632-27575.

NORTH WEST
Cheshire, Lancashire, Merseyside, Greater Manchester, the High Peak District of Derbyshire and that part of Cumbria in the Employment Office Areas of Barrow-in-Furness, Dalton-in-Furness, Ulverston and Grange-over-Sands.
Department of Industry,
Sunley Building,
Piccadilly Plaza,
Manchester, M1 4BA. Tel. 061-236 2171.

YORKSHIRE AND HUMBERSIDE
North Yorkshire, West Yorkshire, South Yorkshire and Humberside.
Department of Industry,
Priestley House,
Park Row,
Leeds LS1 5LF. Tel. 0532-443171.

WEST MIDLANDS
Salop, Staffordshire, West Midlands Metropolitan Country, Hereford and Worcester, Warwickshire.
Department of Industry,
Ladywood House,
Stephenson Street,
Birmingham B2 4DT. Tel. 021-632 4111.

EAST MIDLANDS
Derbyshire (except the High Peak District), Nottinghamshire, Lincolnshire, Leicestershire, Northamptonshire.
Department of Industry,
Cranbrook House,
Cranbrook Street,
Nottingham NG1 1ES. Tel. 0602-46121.

SOUTH WEST
Gloucestershire, Avon, Wiltshire, Somerset, Dorset, Devon, Cornwall, Isles of Scilly.
Department of Industry,
The Pithay,
Bristol BS1 2PB. Tel. 0272-291071.

LONDON AND SOUTH EAST
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Continental Shelf report for year 1974-75

The Annual Report of the Secretary of State for Energy, under the Continental Shelf Act 1964, for the year 1974-75 (HC 628), was published on 15 October.

The Report gives details of the licences granted between 1 April 1974 and 31 March 1975 to search for oil and natural gas in areas beyond the low-water mark, the licences held at the end of the year, and the method of calculating initial and periodic payments and royalties due under the licences.

During the period covered by the Report, 19 production wells and 99 exploration and appraisal wells were drilled on the United Kingdom Continental Shelf, as compared with 18 and 61 respectively in 1973-74.

In the year ending 31 March 1975, 35,463 million cu m of natural gas were produced from the West Sole, Leman Bank, Hewett, Indefatigable and Viking gas fields. The previous year's production amounts to 30,823 million cu m. During 1974-75, 332,483 metric tons of condensate were produced; production of this during 1973-74 was 296,735 metric tons.

Copies of the Report, Continental Shelf Act 1964, Report for the Year 1974-75, HC 628, are available from HMSO, price £1.00.

The Account of the Receipts and Expenditure for 1973-74 under the Petroleum (Porduction) Act 1934 (HC 101-1974) was published on 11 December 1974.

Condensate consists of light liquid petroleum fractions similar in composition to petrol which, when produced in association with gas, condenses to form a liquid. It is then separated from the gas and, after refining and blending, can be used to produce petrol and other products.

Interim guarantee for Tricentrol North Sea Ltd.

Tony Benn, Secretary of State for Energy, informed Parliament on 20 October of an interim guarantee, agreed in August, for bridging finance for the development costs of Tricentrol North Sea Ltd.'s share of the Thistle oil field.

Mr. Benn was answering a Parliamentary Question from Robert Hughes (Aberdeen North).

Mr. Benn said that Barclays Bank (London and International) Ltd. and N. M. Rothschild and Sons Ltd., as managers, were making arrangements for the raising of finance for Tricentrol Thistle Development Ltd. (formerly Tricentrol North Sea Ltd.). As stated by his predecessor in a Parliamentary Answer on 30 April, the Government was prepared to guarantee Tricentrol Thistle Development's borrowings under certain conditions.

Progress was being made with arrangements for this finance, but Tricentrol Thistle Development Ltd. had a continuing requirement for the bridging finance to enable it to meet its share of ongoing development costs for its share of the Thistle field. Mr. Benn had said on 17 June that he had given an interim guarantee for bridging finance of £3 million for that purpose. He had since given a further interim guarantee on 12 August for bridging finance of £7 million, bringing the total to £10 million. He had not been able to inform the House of this extension of the interim guarantee at the time it was given as the House was in recess.

His guarantee for this sum expires on 10 June 1976. Consideration was being taken for this guarantee on the lines set out in his previous answer. He had also taken appropriate security. The total sum now covered by interim guarantee, £10 million, formed part of his maximum liability of £38.3 million referred to in his predecessor's answer.

Building contracts awarded

John Morris, Secretary of State for Wales, announced recently that contracts have been let for building six advance factories costing more than £1¾ million in the Blaenau Gwent area.

Parliament

Monday, 13 October

Civil Service pay

Mr. Anthony Grant (Harrow Central) asked the Secretaries of State for Industry, Trade and Prices and Consumer Protection, how many civil servants in their departments are paid more than the various Ministers within them.

For the Department of Industry Mr. Kaufman gave the information as follows:

Secretary of State for Industry – I have nothing to add to the reply by my hon. friend the Minister of State in the Civil Service Department on 1 August (Hansard Vol. 896 Col. 669)	
Minister of State (Mr. MacKenzie)	61
Minister of State (Lord Beswick)	103
Parliamentary Under-Secretary of State	103

Additionally some civil servants are on salary scales which span the salary paid to one or more Ministers, but it is not possible, without disproportionate cost, to ascertain how many of them are being paid more than a Minister. The total numbers of staff on such salary scales are:

Minister of State (Lord Beswick)	224
Parliamentary Under-Secretary of State	260

Lord Beswick's salary has been assessed without attendance allowance and the civil service salaries used exclude London Weighting.

For the Department of Trade Mr. Shore gave details as follows:

Secretary of State for Trade – I have nothing to add to the reply given by my hon. friend the Minister of State in the Civil Service Department on 1 August (Hansard Vol. 896 Col. 669)	
Parliamentary Under-Secretaries of State	111

In addition there are 104 civil servants whose salary scales span the level of salary paid to the Parliamentary Under-Secretaries of State. It is not possible, without disproportionate cost, to ascertain how many of them are being paid more than the Ministers.

The civil service salaries used exclude London Weighting.

Mrs. Williams gave the following details for the Department of Prices and Consumer Protection:

Secretary of State for Prices and Consumer Protection	1
Minister of State	7
Parliamentary Under-Secretary of State	20

The civil service salaries used exclude London Weighting allowance.

The above figures relate to the staff in the Department of Prices and Consumer Protection and do not cover staff in the Metrication Board, the Monopolies and Mergers Commission, the Office of Fair Trading and the Price Commission.

Ministers at the Department of Industry

Secretary of State for Industry: Eric Varley
Ministers of State: Lord Beswick
Gregor MacKenzie
Parliamentary Under-Secretary of State: Gerald Kaufman

Ministers at the Department of Trade

Secretary of State for Trade: Peter Shore
Parliamentary Under-Secretaries of State: Eric Deakins
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection:
Shirley Williams
Minister of State: Alan Williams
Parliamentary Under-Secretary of State: Robert Maclennan

Industrial development in Macclesfield

Mr. Nicholas Winterton (Macclesfield) asked about action being taken to assist small and medium sized businesses in Cheshire, particularly in the area covered by the Macclesfield constituency, in view of their employment of large numbers of people in an area of rising unemployment.

Mr. MacKenzie replied: 'All businesses engaged on qualifying activities in those parts of Cheshire falling within the Merseyside Special Development Area are eligible for the full range of Government incentives that are available to safeguard existing, and to provide new, employment. Many of these incentives are also available to firms engaged on qualifying activities in the North West region Intermediate Area, of which Macclesfield forms a part, and firms in both Areas are able to use the free training services provided by the Manpower Services Commission. In addition, firms throughout Cheshire, as in the rest of the country, may also be eligible for assistance under the temporary employment subsidy scheme if faced with impending redundancy, and will be able to benefit from the subsidy scheme, effective from today (13 October) for encouraging employment of school leavers. Small businesses can also call on the regional Small Firms Information Centre in Manchester to help them to find sources of advice and assistance on any business problems.'

Multi-national companies

Mr. Jim Craigen (Glasgow, Maryhill) asked the Secretary of State for Industry, how many officials in his Department specialise on work relating to the activities of multi-national companies in the United Kingdom.

Mr. Kaufman replied: 'Many officials in the Department (and in other Departments) are concerned with the activities of multinational companies within the framework of their functional or industrial sponsorship responsibilities. A small staff in the Department's Industrial and Commercial Policy Division is responsible for co-ordinating work on multinationals including participation in international meetings.'

Mr. Craigen also wanted to know the number of multi-national corporations with operations in the United Kingdom; and the total number of persons employed by them.

Mr. Deakins told him: 'At the end of 1971, the latest date for which information is available, there were some 4,500 enterprises in the United Kingdom which had either outward or inward direct investment links with overseas companies. Information is not available on the number of employees of these enterprises. The only available information on numbers of employees in such enterprises relates to those enterprises in manufacturing industries which are overseas controlled. In 1968, the latest year for which such information is available, there were 670 such enterprises which employed 704,000 on their manufacturing activities.'

Meetings with SBAC

Mr. Norman Tebbit (Waltham Forest, Chingford) asked if the Secretary of State for Industry had met representatives of the Society of British Aerospace Constructors during the recess.

Mr. Kaufman replied that the Minister of State held a meeting with representatives of the Society on 2 September and the Secretary of State met the Council on 24 September.

Parliament continued

Small businesses

Mr. David Mitchell (Basingstoke) asked if the Secretary of State for Industry is satisfied with the level of investment in the small business sector of industry and trade.

'The currently low level of investment in all sectors of industry and trade is a cause for serious concern,' replied Mr. MacKenzie, 'I have no reason to believe however that the investment performance of small businesses is any worse than that of large firms.'

Safety regulations for small boats

Mr. Paul Channon (Southend West) asked what consultations the Secretary of State for Trade has had with the owners of small vessels before bringing in the new safety regulations for small boats.

Mr. Deakins said: 'I assume that the reference to "small boats" is to small fishing vessels. Representative organisations were consulted extensively at all stages regarding the new safety rules and surveys. These consultations and subsequent explanatory talks extended to owners of smaller vessels.'

Mr. Channon also asked what representations have been received from fishermen about the costs of the new survey fees required under the fishing vessels safety regulations, and if the Secretary of State for Trade is satisfied that the survey fees for small inshore fishing vessels are priced at the lowest possible amount, compatible with the need to avoid public subsidy.

Mr. Deakins replied: 'It has been represented that the fees are excessive and will add unnecessarily to operating costs at a time when the industry, particularly the inshore fishermen, can least afford additional expense.

'The fees have, however, been carefully calculated to take account of the estimated time of surveyors and the overheads involved, and are designed to cover the full cost. They will be kept under review and revised as necessary in the light of experience and to reflect cost changes.'

Figures were asked for by Mr. Channon to show the number of serious accidents among fishermen involved in inshore fishing in the last 10-year period (a) nationally and (b) in the East Anglian area, respectively.

Mr. Deakins gave the table below, compiled from reports of accidents made to the Department of Trade in accordance with statutory requirements, relating to fishing vessels below 80 feet in length, which are generally regarded as inshore fishing vessels.

Mr. Channon then asked why it is necessary for the new safety regulations for fishing vessels to apply to the inshore fishing fleet and if, in view of the financial problems of the fishing industry, the implementation of the new safety regulations for fishing vessels would be deferred.

Mr. Deakins answered: 'Bearing in mind the risks involved to men employed in the fishing industry and the six years phasing-in period for surveys, my Rt. Hon. Friend is convinced that implementation of the safety rules and surveys should not be deferred. They apply to all fishing vessels above 12 metres (about 40 feet). It would be unjustifiable to exclude such vessels in the inshore fleet which may spend several days at sea often in severe weather conditions.'

Nationalisation of aircraft industry

Mr. Robert Adley (Christchurch and Lymington) asked the Secretary of State for Industry about recent representations asking him to abandon his proposals to nationalise the aircraft industry.

'Since the Bill was published, my Rt. Hon. Friend has had some half a dozen such letters,' said Mr. Kaufman, 'He has received many more from those who favour the Bill and wish it to be enacted as soon as possible.'

Post Office

Mr. W. W. Hamilton (Central Fife) asked for a statement on the future investment programme of the Post Office and its adverse effects on employment in development areas, and especially in Central Fife.

Mr. MacKenzie replied: 'I am in close touch with the Post Office and the telecommunications supply industry on the problems facing them, which arise from the reduced growth of the level of demand. It is the Post Office's responsibility to place orders on the basis of its judgement of future demand: I cannot predict their effect on individual areas. I hope that the current discussions will serve to ameliorate the present difficulties, but I cannot properly press the Post Office to buy what it does not need.'

Mr. Philip Goodhart (Bromley, Beckenham) asked what relationship the amounts of mail of the various categories being carried by the postal services bear to the amounts being carried a year earlier.

Mr. MacKenzie said: 'I am advised by the Post Office that during August 1975 the number of first-class letters was 20.6 per cent below the level in August 1974 but that the number of second-class letters was 6.6 per cent higher.'

Inflation Accounting Committee

Dr. Jeremy Bray (Motherwell and Wishaw) asked the Secretary of State for Trade what action he proposes to take on the recommendations of the Inflation Accounting Committee.

Mr. Clinton Davis replied: 'I hope that the Government will be able to make a statement early in the next session of Parliament on the main recommendations for a form of current cost accounting for published company accounts.'

Definition of 'dumping'

Mr. David Steel (Roxburgh, Selkirk and Peebles) asked if the Secretary of State for Trade would take steps to amend the definition of 'dumping' under the Customs Duties Act 1969.

Mr. Shore replied: 'The definition of dumping in the Customs Duties (Dumping and Subsidies) Act 1969 reflects Article VI of the GATT and the GATT Anti-Dumping Code, and is consistent with our international obligations. I am always willing, however, to consider constructive suggestions for ways in which the implementation of the Act might be improved.'

Apple imports

Mr. John Biffen (Oswestry) asked for figures showing the tonnage of apple imports for the year to date from the EEC, Commonwealth and other sources; compared with the corresponding figures for the past five years.

Mr. Deakins gave the information for fresh apples:

Thousand tons

	EEC (The Eight)	Common-wealth	Rest of world
1970	80	104	70
1971	92	104	65
1972	102	89	81
1973	175	78	74
1974	187	52	67
Jan. to Aug. 1974	126	52	65
Jan. to Aug. 1975	131	49	65

Overseas students

Mr. Peter Viggers (Gosport) asked for the number of foreign persons undergoing courses of training other than with the United Kingdom armed services; and for an estimate of the benefit to the balance of payments as a result of the provision of such training.

Mr. Deakins replied: 'Information on the number of overseas students aged 18 and over, attending courses lasting six months or more, is given in the British Council's publication *Statistics of overseas students in Britain 1973/4*, a copy of which is in the House of Commons Library. However, information on expenditure here by these students is not provided. The figures, which are approximate, exclude a substantial number of visitors coming here for shorter study courses and overseas nationals undergoing industrial training who come under arrangements made direct with British firms.'

Luton Airport

Mr. David Madel (South Bedfordshire) asked what conclusions have been reached by the Secretary of State for Trade on the future development of Luton Airport following his recent visit there.

Mr. Clinton Davis replied 'No conclusions about the future development of Luton Airport will be taken in advance of the consultations with local authorities and other organisations which will follow the publication shortly of a consultation document on London airports.'

FATAL AND NON-FATAL ACCIDENTS REPORTED ON FISHING VESSELS OF UNDER 80 FT

	1965	1966	1967	1968	1969	1970	1971	1972	1973	1974	Total
(a) Number of serious non-fatal accidents	27	2	1	18	18	6	16	5	2	39	134
(b) Number of deaths by accident	13	12	11	15	20	21	10	16	8	29	155
(c) Number in (a) above which relate to ships operating from East Anglian ports	–	–	–	–	–	–	–	–	–	–	Nil
(d) Number in (b) above which relate to ships operating from East Anglian ports	–	–	1	–	2	–	–	–	–	–	3

European Space Agency

Mr. Michael McNair-Wilson (Newbury) asked the Secretary of State for Industry, on what the European Space Agency's budget of £185 million is being spent; on what basis Great Britain's contribution has been decided; which countries are paying as much or more; and what work is being carried out in the British aerospace industry as a result of our membership of the ESA.

Mr. Kaufman answered: 'About 85 per cent of the budget of the European Space Agency (ESA) is devoted to applications programmes covering development and proving of communication satellite system technology, a meteorological satellite, a spacecraft launching vehicle, and a space laboratory to be carried in the USA's Space Shuttle. The remainder is being spent on scientific research in space; the UK contribution to this is the responsibility of the Science Research Council.

'Contributions to the majority of the ESA programmes is on a GNP basis although the three most recently adopted applications programmes are being funded according to the national interests of the countries participating in each specific programme. Thus the UK does not participate directly in the French-led launcher project and makes only a 6.3 per cent contribution to the German-led Spacelab programme, but bears just over half of the cost of the maritime communications satellite development.

'France and Germany are each contributing about twice as much as the UK to the total ESA budget for 1975.

'Work on ESA projects in the UK aerospace industry is on a level proportional to our contribution to the Agency and includes structural design and construction for satellites and other space systems, satellite onboard communication and other electronic equipment, sensors and attitude stabilising systems as well as computers and other equipment for ground stations; British firms are the prime contractors for three ESA satellites currently under development.'

Tourism

Mr. Viggers asked for an estimate of the number of visitors from overseas countries in the United Kingdom on 1 August 1975, together with the best estimate of the geographical distribution of such visitors by tourist board region.

'The number of visitors is estimated to have been between half and three-quarters of a million,' said Mr. Deakins. 'It is not possible to estimate their distribution by individual tourist board region.'

Mr. Viggers also asked how many tourists visited the UK from overseas during 1974; and for the best estimate of the benefit to the balance of payments resulting therefrom, and the number of UK residents taking holidays abroad during 1974; and for an estimate of the cost to the United Kingdom balance of payments as a result.

Mr. Deakins gave the following figures:

	Overseas visitors to UK		Visits abroad by UK residents	
	Number (thousands)	Expenditure in UK (£m)	Number (thousands)	Expenditure abroad (£m)
All tourist visits (a)	7,935	838	10,458	682
Holiday visits	3,635	362	6,662	438

(a) Includes visits for business and other non-holiday purposes.
Source: International Passenger Survey.

British airline operation in USA

Mr. Kenneth Warren (Hastings) asked the Secretary of State for Trade what discussions have been held with the Civil Aeronautics Board of the USA to consider the impact of proposals being studied by that Board on British airlines with the right to operate to and from the United States in so far as the proposals recommend the freer entry into and exit from long-haul trunkline scheduled passenger markets.

'None,' said Mr. Deakins. 'A National Transportation Policy Statement presented to the US Congress by the Secretary for Transportation on 17 September 1975 included such proposals for American domestic routes; but if those proposals were adopted the position of British airlines under the UK/US Air Services Agreement would not be affected.'

Air Sea Rescue

Mr. Viggers asked for a list of the Air Sea Rescue units operating in the United Kingdom.

Mr. Deakins answered: 'The facilities available for civil marine search and rescue at the beginning of 1975 are fully described in the handbook recently published by my Department and entitled *United Kingdom marine search and rescue organisation 1975*. The air/sea rescue units include Royal Navy helicopters at Lee-on-Solent, Culdrose and Prestwick; RAF helicopters at Lossiemouth, Leuchars, Achlington, Leconfield, Coltishall, Chivenor, Brawdy, Valley and Manston; RAF Nimrod aircraft at St Mawgan or Kinloss; and a British Airways long-range helicopter at Aberdeen.'

Oil industry supply boats

Mr. Viggers asked how many oil industry supply boats are currently operating offshore the United Kingdom, how many such oil supply boats carry the British flag; and what other flags are represented, and how many pipe-laying barges operating offshore the United Kingdom carry the British flag; and which other flags are represented.

Mr. Deakins replied: 'My Department maintains records only for British-registered ships and these do not contain information relating to their location. It is estimated that between 150 and 250 supply vessels at any one time are operating in the UK designated areas of the Continental Shelf, of which about 15 per cent are British-registered. Other flags represented include USA, Canada, Norway, Liberia, Panama and Holland. British offshore supply vessels do not operate exclusively in UK designated areas.

'I understand that there are currently eight pipe-laying vessels in the UK designated areas, none of which is British-registered.'

Aircraft noise

Mr. Kenneth Warren (Hastings) asked for the dates of each aircraft noise infringement recorded at London Heathrow Airport in the first eight months of this year; which airlines were concerned; and what action was taken by the Department of Trade or other authorities in each case reported.

Mr. Clinton Davis replied: 'In the first eight months of the year, there were 82,281 jet take-offs from Heathrow, of which 1,894 recorded noise infringements. Airlines are required to provide the Department with an explanation of infringements and I will arrange for fuller information to be placed in the Library.'

Tuesday, 14 October

Patent Office fees

Mr. Tom Normanton (Cheadle) asked the Secretary of State for Trade, what proposals he has for fixing or regulating the fees charged by the Patent Office in the light of current policy on incomes and prices.

Mr. Deakins answered: 'The present policy for Patent Office fees is that over a period receipts should meet the cost of providing the services. This is consistent with the policy on incomes and prices.'

Self-financing by business enterprises

Mrs. Ann Taylor (Bolton West) inquired about the level of self-financing by business enterprises in each EEC country, the United States of America, Sweden and Japan.

Mr. Deakins said: 'I regret that it is not possible to provide figures on a comparable basis because of different accounting conventions in the different countries. However, for the United Kingdom, information is given and discussed in the article "Structure of Company Finance" in the September 1975 issue of *Economic Trends*.' (*A shortened version of this article was published in the 10 October issue of* Trade and Industry, *page 110.*)

Intra-firm exports and imports

Mrs. Taylor asked: 'What has been the value of, respectively, intra-firm exports and intra-firm imports for each year since 1960; what proportion do these totals represent of total United Kingdom exports and imports for each of these years; and what are the comparable figures for the USA, Germany, France, Italy, Japan, Sweden, Canada, Australia, South Africa and any developing countries for which figures may be known?'

Mr. Deakins replied: 'Information is available on UK exports to related concerns overseas only for selected years and is given below. Related concerns comprise the overseas subsidiaries, branches and associates of UK enterprises and the overseas parent, associate and fellow-subsidiary companies of UK affiliates of overseas companies. No information is available on imports from related concerns overseas. Comparable data for other countries is not available from international sources.'

ESTIMATED EXPORTS TO RELATED CONCERNS OVERSEAS

	Value £ million	Value as a percentage of total exports
1966	1,150	22
1970	2,050	26
1973	3,400	29

Chrome ore

Mr. Frank Hooley (Sheffield, Heeley) asked if the Secretary of State for Industry would explore with the Malagasy Republic the possibility of long-term contracts for chrome ore for use by the British Steel Corporation.

Mr. Kaufman answered: 'The British Steel Corporation is responsible for obtaining its supplies of raw materials and will follow up any possibilities which may arise of obtaining supplies of ferro chrome from developments in the Republic of Malagasy.'

Post Office

Mr. Geoffrey Dodsworth (South West Hertfordshire) asked for a statement on the reliability of postal services, and for a comparison with earlier periods.

Mr. MacKenzie said: 'I am informed by the Post Office that over the 12 months ending August 1975 90.3 per cent of first class letters were delivered by the first working day after posting and 86.7 per cent of second class mail was delivered by the second working day after posting. The comparative figures for earlier years were as follows:

	First class mail: Per cent delivered next working day after posting	Second class mail: Per cent delivered second working day after posting
August		
1970/71	91.9	88.4
1971/72	92.5	89.8
1972/73	91.1	87.4
1973/74	88.1	84.2

Factory buildings in Greater London

Mr. Nigel Spearing (Newham South) asked the Secretary of State for Industry what regulations prohibit reconstruction of factory buildings in Greater London which provide equivalent or less manufacturing space than the buildings they replace; and if he would consider introducing a scheme of replacement industrial development certificates to apply to such schemes.

Mr. MacKenzie replied: 'The erection of industrial buildings of all kinds in London, as elsewhere in England and Wales, is subject to the provisions of the Town and Country Planning Act 1971, particularly section 23 as to planning permission and section 67 as to industrial development certificates.

'Proposals for speculative industrial developments raise special problems in relation to the operation of the IDC control. I am considering whether it would be reasonable, bearing in mind the interests of the assisted areas, to allow the issue of IDCs for a limited range of speculative replacement industrial building outside the assisted areas.'

Fuel for atomic power stations

Mr. Nigel Spearing (Newham South) asked the Secretary of State for Energy for a list of the current and planned future sources of fuel for United Kingdom atomic power stations and any contractual or treaty obligations of the Government in respect of such supplies.

Mr. Alex Eadie, Parliamentary Under-Secretary of State, Department of Energy, said: 'The United Kingdom's requirements for uranium until the early 1980s are covered by existing stocks and supplies contracted for Canada and Southern Africa. British Nuclear Fuels Limited, as agents for the Electricity Generating Boards, are seeking to place further contracts on a world-wide basis.'

Wednesday, 15 October

Aircraft noise – Concorde

Dr. Alan Glyn (Windsor and Maidenhead) asked the Secretary of State for Trade what representations he has received from residents in the Windsor area at the increase in aircraft noise occasioned by both landing and take-off of Concorde.

Mr. Clinton Davis said: 'Concorde's recent endurance flying programme prompted just over 100 noise complaints from the Windsor area. Extensive noise monitoring, including measurements at sites in the Windsor area, was carried out and the results were given to the House by my Rt. Honourable Friend on 13 October. (*see* Trade and Industry, *17 October, page 126*). As already announced, Concorde will enter regular service with British Airways on 21 January 1976. Initially, there will be four movements a week out of a total of over 800 movements a day, and when British Airways has its full fleet of five Concordes in service they will represent less than 1 per cent of total movements at Heathrow.'

EEC imports

Mr. John Biffen (Oswestry) asked the Secretary of State for Trade to list individually the share of total imports by value during the year to date accounted for by the EEC in respect of textiles, motor cars, shoes, television tubes and dairy products.

Mr. Deakins gave the following percentages for the first eight months of 1975.(a)

Textiles (SITC(R) 262.8, 266 and 65)	43.8
Motor cars (SITC(R) 732.1)	64.5
Footwear (SITC(R) 85) (b)	49.4
Television tubes (part of SITC(R) 729.3)	15.2
Dairy products (SITC(R) 02 less 025)	87.5

Note:

(a) The definition of each commodity group in terms of the headings in the overseas trade statistics is given in brackets.

(b) Includes boots, slippers, etc.

Visible trade as a percentage of GDP

Mrs. Taylor asked for a table showing the percentage of GNP formed by visible trade in the case of the United Kingdom, the United States of America, each EEC country, Japan and Sweden; and the corresponding figures in 1950 to 1960.

Mr. Deakins gave the figures below:

VISIBLE TRADE(1) AS A PERCENTAGE OF GDP(2)

	1950		1960		1973	
	Imports	Exports	Imports	Exports	Imports	Exports
United Kingdom	17.9	17.5	16.3	14.7	21.5	16.4
Belgium	24.8	23.4	27.7	26.8	37.6	39.4
Luxembourg	—	—	71.8	83.0	72.5 (3)	74.3 (3)
Denmark	25.3	22.0	28.6	25.1	28.2	22.6
France	11.0	11.5	9.6	11.4	14.6 (4)	14.9 (4)
German F.R.	12.1	11.1	13.9	16.6	15.9	20.1
Irish Republic	42.2	19.1	33.9	22.6	40.2 (4)	32.0 (4)
Italy	9.8	8.7	12.1	10.3	20.5	16.0
Netherlands	—	—	38.8	37.7	41.8	40.5
Sweden	21.0	19.5	21.2	18.6	21.4	24.2
Japan	8.1	8.4	8.6	9.2	7.6 (3)	9.4 (3)
United States	3.2	3.5	3.4	4.0	5.4	5.4

(1) Visible trade – Merchandise trade on a national accounts basis.

(2) GDP – 1973 and 1960 for the United Kingdom, Luxembourg, German F.R., Irish Republic, Sweden and United States based on the present system of national accounts. 1950 and other countries for 1960 based on the former system of national accounts.

(3) 1972.

(4) Merchandise trade on a balance of payments basis. Trade on a national accounts basis not available for recent years.

— not available earlier than 1956.

Source: 1960 and 1973 OECD National Accounts Statistics.
1950 OECD and UN National Accounts Statistics.

Underwater pipelines

Mr. Viggers (Gosport) asked for the Government's latest estimate of the amount of underwater pipeline required to develop the offshore oil and gas fields.

Mr. John Smith, Parliamentary Under-Secretary of State, Department of Energy, said: 'Approximately 1,200 miles of submarine pipeline may be required to complete the development of existing commercial discoveries of oil and gas in the UK sector of the North Sea. 240 miles of this has already been ordered.'

Mr. Viggers also asked for an estimate of the amount of pipe for which orders have been placed with UK producers.

'In regard to the pipe required to bring gas and oil ashore from the North Sea together with the terminal facilities required to receive it and to bring oil to the upstream side of the refinery, the value of orders placed with UK producers in 1974 and the first half of 1975 was £6.1 million and £1.6 million respectively,' said Mr. Smith.

Pipe-laying barges

Mr. Viggers asked how many pipe-laying barges are operating offshore the UK and how many of these were constructed in the UK.

Mr. Smith answered that eight barges were in operation. None had been constructed in the UK.

Thursday, 16 October

Woodworm in imported shoes

Mrs. Maureen Colquhoun (Northampton North) referred to the risk from infestation of shoes by woodworm and asked if the Secretary of State for Trade would suspend wooden shoe imports until an inquiry has been made by his department.

'I have been asked to reply,' said Mr. Kaufman. 'I have no evidence that infestation of imported shoes by woodworm is of such proportions as to warrant an inquiry, but I am of course ready to consider any evidence which my Hon. Friend can let me have.'

European aircraft industry

Mrs. Winifred Ewing (Moray and Nairn) inquired about Government policy towards the EEC Commission plan for bringing the aircraft industries of the Nine member states under a single EEC authority.

Mr. Kaufman replied: 'We have just received the EEC Commission's report on their proposals for the European aircraft industry. These have far-reaching implications which we shall want to consider fully.'

Working group report on HS 146

Mrs. Helene Hayman (Welwyn and Hatfield) asked why the Secretary of State for Industry had not yet published the tripartite working group report on the HS 146 project placed before him in June; and when he will be doing so.

'The report was not prepared for publication,' Mr. Kaufman answered. 'Its purpose is to help the Organising Committee to take into account all the relevant factors in considering the project. Those who took part in the tripartite working group did so on this understanding.'

The Price Commission

Mr. Ian Gow (Eastbourne) asked how many civil servants are employed at present by the Price Commission: their total salaries for the current year; and the comparable figures for each of the last three years.

Mr. Williams gave the following information:

1 Staff numbers.

1	Total staff 2	Seconded civil servants included in column 2 3
7 May 1973*	345	345
1 April 1974	583	349
1 April 1975	744	422
30 September 1975	734	379

* The earliest date for which figures are available.

2 Total cost of salaries and wages paid or provided for in my vote.

	£'000
1973/74	1,552
1974/75	2,728
1975/76	3,109

Imports from, France, Germany and Italy

Information was asked for by Mr. Frank Hooley (Sheffield, Heeley) on the value of industrial machinery or equipment (excluding vehicles) imported into the United Kingdom from France, West Germany and Italy, respectively, in each of the years 1970, 1971, 1973 and 1974.

Mr. Deakins replied: 'Figures for non-electric machinery are published under SITC(R) Division 71 and for electric power machinery and switchgear under Sub-Groups 722.1 and 722.2 in Tables I and II respectively of Volume I of the *Annual Statement of Overseas Trade* for years 1970, 1971 and 1973; 1974 figures appear under the same headings in Tables II and III of the December issue of the *Overseas Trade Statistics of the United Kingdom*.'

Mr. Hooley asked for the same information in respect of the value of steel or steel products.

Mr. Deakins gave the following information for ingots, semi-finished and finished steel:

£ million cif

	1970	1971	1973	1974
France	9.8	9.0	16.1	35.8
West Germany	11.1	13.5	67.0	153.2
Italy	4.8	6.4	10.3	29.1

Mr. Hooley then asked how many private cars were imported into the UK from France, West Germany and Italy in each of the years 1970, 1971, 1973 and 1974.

Mr. Deakins said: 'This information is published under SITC(R) 732.1 in Table II of Volume I of the *Annual Statement of Overseas Trade of the United Kingdom* for years 1970, 1971 and 1973, and in Table III of the December issue of the *Overseas Trade Statistics of the United Kingdom* for 1974.'

Prices of Italian and French wines

Mr. Tom Litterick (Birmingham, Selly Oak) asked for figures showing annual changes in the import prices of wines from Italy and France during each of the last five years.

'Price information is not available,' said Mr. Deakins. 'Following are average values per gallon derived from the import statistics under heading SITC(R) 112.12:

	Italy (£ cif)	France (£ cif)
1970	1.62	1.74
1971	1.55	1.81
1972	1.44	2.24
1973	1.44	3.26
1974	1.40	2.96

Note: Average values are not true prices. The figures are affected by differences in the kinds of wine imported in each year, in particular in respect of such factors as alcoholic strength, or whether the wine is quality or table, sparkling or still, red or white, or in bottle or bulk.

Air routes

Mr. Kenneth Warren (Hastings) asked if the Secretary of State for Trade intends to adjudicate on route exchanges between British Caledonian Airways and British Airways following the rejection by British Airways of his request to collaborate with British Caledonian in such discussions and following the airlines' statements that such exchanges should be decided by the Secretary of State and not by them.

'Both British Airways and British Caledonian Airways are co-operating in exploratory discussions, which are still in progress, on a possible exchange of routes between them,' said Mr. Shore.

Dragon project

Mr. Kenneth Warren (Hastings) asked the Secretary of State for Energy for a statement on the future of the Dragon Reactor project.

Mr. Eadie said: 'The OECD's Dragon project, an experimental High Temperature Reactor sited at the United Kingdom Atomic Energy Authority's establishment at Winfrith, has been a successful international venture. Since its inception in 1959 it has been extended five times. The current agreement between the United Kingdom Atomic Energy Authority, the European Communities, Sweden, Switzerland and Austria, expires on 31 March 1976.

'However, escalating costs have reduced the funds remaining to a level which will compel termination by the end of 1975 unless a further extension is agreed upon. Staff seconded to the project have already been given notice of desecondment and under present arrangements will return to their parent laboratories on 6 December 1975.'

On the following day Mr. Eadie said that the UK was prepared to bear a share of the costs to end-June 1976 if the partners wished to make new arrangements to continue the project.

Friday, 17 October

R and D Requirements Boards

Mr. Tom Normanton (Cheadle) asked for a statement on the workings of the Research and Development Requirements Boards.

Mr. MacKenzie said: 'My Department's Research and Development Requirements Boards are now directing the Department's research and development work to programmes that have specific industrial applications, involving industry directly in the work whenever possible; they are also formulating research and development strategies for their industrial sectors in consultation with industry.

'The Boards are placing increasing emphasis on the application of known technologies, particularly in those industries that are not users of advanced technology.

'Information on the Boards' work is contained in their second Annual Reports covering 1974/75 a copy of which is in the House of Commons Library.'

Assistance to shipbuilding industry

Mr. Teddy Taylor (Glasgow, Cathcart) asked for information on the total sum which has been made available by way of loans, grants, and purchase of shares, to the shipbuilding industry between 1965 and the most recent date for which figures are available; and for separate figures in respect of the privately owned firms and firms wholly or partly publicly owned.

Mr. Kaufman said: Excluding Harland and Wolff Ltd., which is the responsibility of my Rt. Hon. Friend the Secretary of State for Northern Ireland, the figures for the period from 1 April 1965 to 30 September 1975 are as follows:

	£'000
Privately owned companies	58,600
Partly or wholly publicly owned companies*	111,500
	170,000

* Includes purchase of Court Line's shipbuilding and associated interests.

Mr. Taylor also wanted to know the total amount of Government assistance committed or guaranteed but not paid to the shipbuilding industry; and separate figures in respect of the private shipbuilding companies and firms who are partly or wholly publicly owned.

Mr. Kaufman said that, excluding Harland and Wolff Ltd., the figures on 30 September 1975 were as follows:

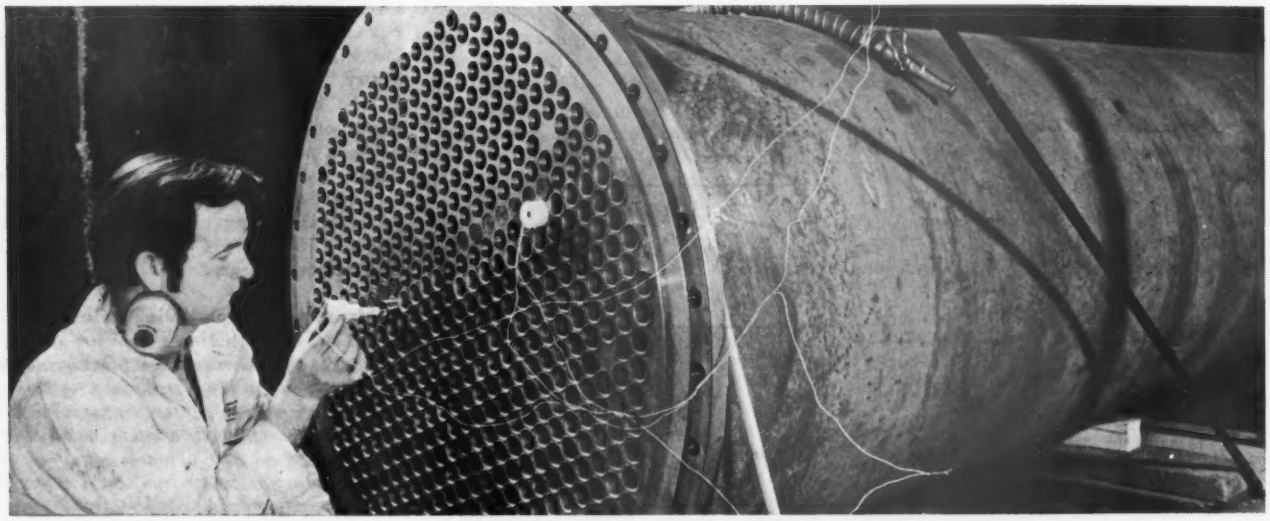
	£'000
Privately owned companies	3,963
Partly or wholly publicly owned companies	40,709
	44,672

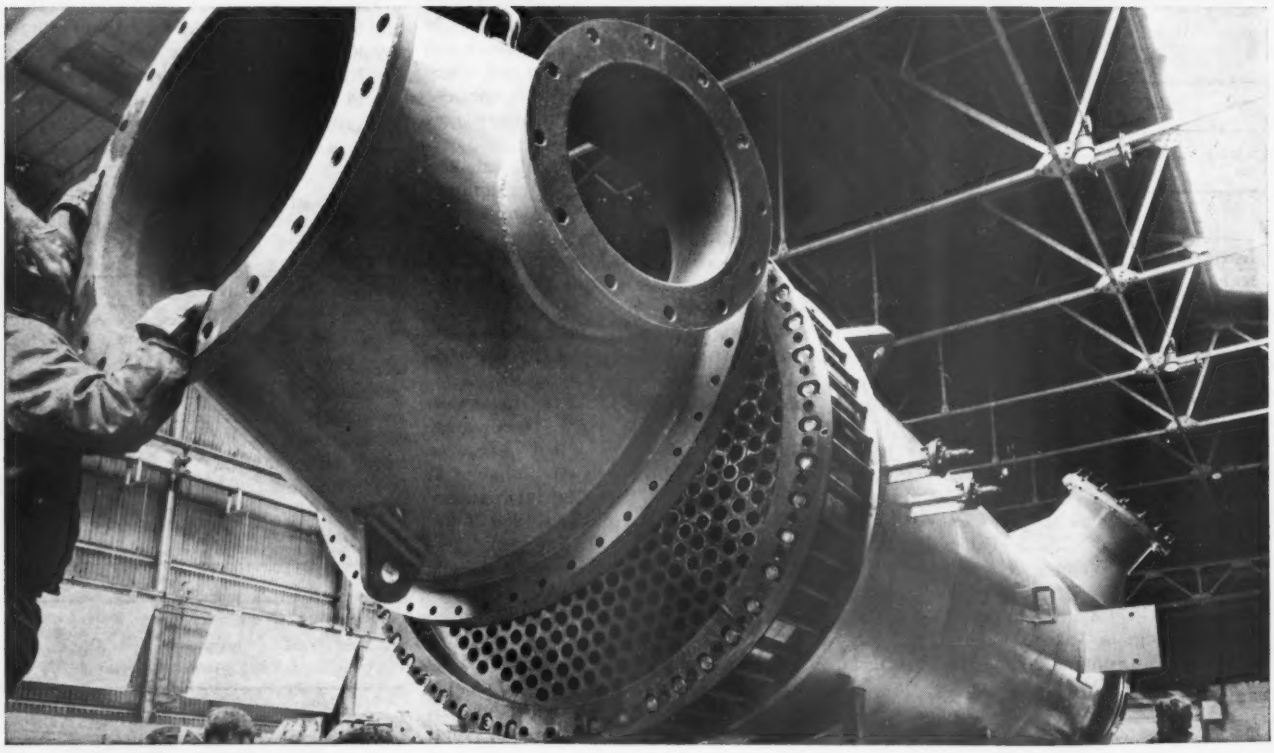
The table excludes further payments of Construction Grants under Section 11 of the Industry Act 1972. These are not expected to exceed £5 million.

Photonews: New technology for heat exchangers . . .

Top: One of the four heat exchangers produced for ICI Mond Division undergoing the explosive tube-to-tubeplate welding technique developed by the Yimpact Department of Yorkshire Imperial Metals. The integrity of the bond has enabled ICI Mond to dispense with the need to use double tubeplate construction. Each joint – between tube and tubeplate – is welded in turn by detonating a small explosive charge inside the tube end.

Bottom: This Karbate heat exchanger, said to be the largest of its type completed in Europe, was built by British Acheson Electrodes Ltd., Sheffield. It will be installed at a new chemical plant where it will be used to concentrate phosphoric acid. The unit is 27 ft in length, 5 ft in diameter and embodies almost two miles of graphite tubing. Graphite was chosen as the construction material because of its ability to resist corrosive attack from phosphoric acid and its excellent heat conductivity.

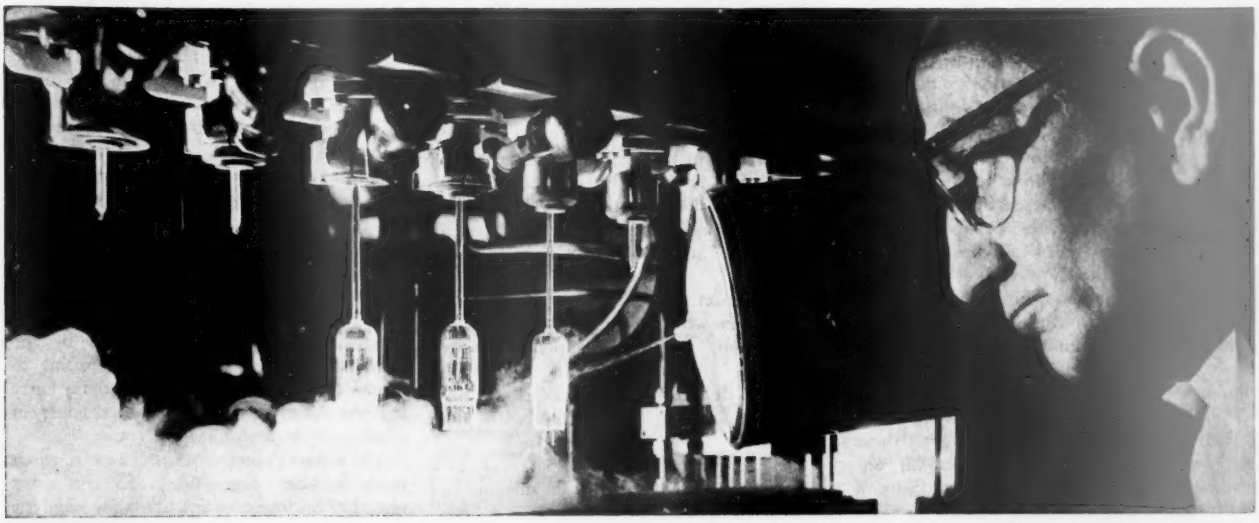




and lamps

Top: At the new Jules Thorn Lighting Laboratory in London, an engineer sprays liquid nitrogen at minus 290 degrees C onto the bulb of a tungsten halogen lamp to freeze the gas in the lamp before sealing its exhaust tube. This process ensures that at the moment of sealing no impurities enter the lamp to impair its future performance. Tungsten halogen lamps give 50 per cent more light and have twice the life of conventional tungsten lamps, while the quartz bulb allows great accuracy of light control and does not blacken with use.

Bottom: A new aluminising machine which deposits an aluminium coating on glass bulbs of reflector lamps, at the Guiseley lamp works, near Leeds, of Crompton Parkinson Ltd., a Hawker Siddeley company. Three new machines, built on the premises, carry out washing, aluminising and aluminium dissolving processes. The market for reflector lamps for all types of decorative and effects lighting is rapidly expanding. Export markets consume a good proportion of the lamps produced at Guiseley.



Technology News

Study of Jupiter and the Sun

A £50,000 contract to study a new and unique type of space mission for the 1980s has been awarded to British Aircraft Corporation, Electronic and Space Systems at Bristol by the European Space Agency (ESA).

Under the six-month contract, BAC will study the technology and orbital trajectories of two spacecraft which, it is envisaged, would initially be launched simultaneously towards the planet Jupiter by the manned Space Shuttle. One spacecraft would be provided by the USA's National Space and Aeronautics Administration and the other by ESA.

In the new mission, European and American astronomers would be able to examine directly, for the first time in the history of astronomy, the little-known polar regions of the Sun which are not visible from Earth or from satellites in Earth orbit. Scientists would also be able to study the unknown conditions prevailing in interplanetary space outside the ecliptic plane of the Earth's orbit round the Sun.

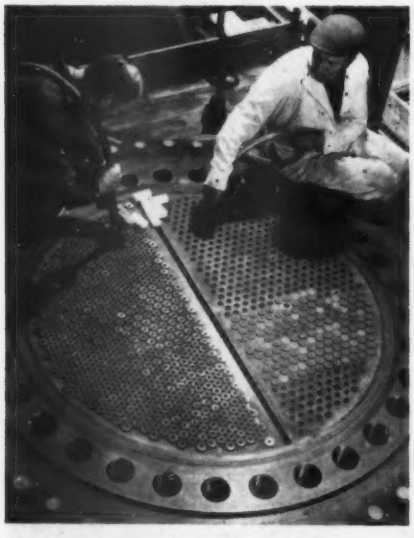
The purpose of launching towards Jupiter would be to make use of the principle of planetary swing-by, in which the gravity field of a large planet is used to accelerate a spacecraft and to divert its trajectory; these processes would otherwise require an unacceptably great carriage and expenditure of fuel in the spacecraft, and for that reason no previous expedition has been undertaken into interplanetary regions out of the Earth's ecliptic plane.

Jupiter is the biggest planet in the Solar System with a mass 318 times that of the Earth; its correspondingly great gravitational field would provide the energy needed to accelerate the two spacecraft and to divert them as they swing behind the planet into an orbit at right angles to the ecliptic and into regions at present unexplored.

This new orbit, corrected at intervals by radio command from Earth, would eventually cause the spacecraft to pass over the north and south poles of the Sun, so that the polar regions could be examined directly for the first time ever. Owing to the great distances and extremes of temperature involved many technological problems have to be solved; it is a part of BAC's task to evaluate these problems using technology and subsystems available in Europe within a tight financial cost target.

An alternative mission is also to be evaluated in which a single spacecraft (the ESA version) would be launched towards Jupiter by an Atlas-Centaur rocket. The spacecraft design to be proposed by BAC must therefore be compatible with both missions.

The exercise in designing spacecraft to a previously-specified cost for a mission not hitherto undertaken represents a new departure in advanced technology.



Cleaning tubes in the United Kingdom Atomic Energy Authority's prototype fast reactor (PFR), at Dounreay, Caithness. The 250 megawatt fast reactor is now operating at low nuclear power. Following the final commissioning of the steam generating plant, power will be gradually increased and electricity generation begun.

Britain proposes six-month extension of Dragon project

Britain has made an offer to her partners in the Dragon High Temperature Reactor (HTR) to keep the project going until June 1976, Mr. Alex Eadie, Parliamentary Under-Secretary of State, Department of Energy, told a press conference on British Day at the International Nuclear Industries Fair in Basle.

The British proposal is based on existing funding arrangements, under which Britain contributes 48 per cent to the project, Mr. Eadie said.

Mr. Eadie told the press conference: 'This would allow a breathing space for participating countries to renegotiate the basis on which Dragon is funded – if they want it to continue.

'It has been a successful international project, but at a time when spending is tightly controlled, the United Kingdom Government has had to be brutally honest with itself and admit that HTR cannot at present form part of our nuclear strategy.

'We would not wish to see the project closed prematurely if others are keen to continue it. In the interests of the staff at Winfrith, I hope we can reach a satisfactory conclusion quickly and give them some clear indication of their future.'

Catalysis

The report of a Science Research Council Working Party on Applied Catalysis was published last week.* The Working Party set up by the Council's Chemical Engineering and Technology Committee under the Chairmanship of Dr. E. Hoggarth of ICI Ltd. has surveyed both current research work in progress in the field of adsorption and heterogeneous catalysis in establishments of higher education and sought the views of industralists about the research and its relevance to industry.

A large part of the chemical industry depends upon catalytic processes and the role of catalysis in industrial countries will continue to expand as its potential for development is fully realised. Moreover the current world crises in the supply of food, energy and raw materials, together with the need to preserve the quality of the environment, will lead to further heavy demands on resources. Within the chemical, petroleum, petrochemical and associated industries such demands will be met not only by the efficient use of existing materials and processes but also by the introduction of new techniques leading to more effective processes. The Working Party believes the applied science and technology of catalysis to be essential to this task.

The report points to the absence of research work in the universities in certain areas aimed at finding new reactions, new catalysts and new reactor systems and projects aimed at an understanding of problems of industrial significance. It recommends the setting up of a large scale catalyst production facility for university users which would lead to an improved understanding and control of the process of catalyst production and which would also supply fairly large quantities of well characterised catalysts not readily available elsewhere. The steering group to advise on the setting up of this facility will be jointly constituted by the Chemistry and Chemical Engineering and Technology Committees of the SRC. This joint activity can be seen as one step towards a more integrated attack by scientists and engineers on these important problems. The report also suggests steps which should be taken to improve collaboration and communications between universities, polytechnics and industry.

The Council believes that this report will be of interest to research workers in universities and polytechnics and to industrialists and others who wish to encourage research in these centres. It is published in the hope that it will help in the formulation of proposals for research. The implementation of any such proposals, if approved, will depend of course on the financial resources made available to the Council.

* Copies of the Report 'Catalysis' can be obtained, free of charge, from the SRC (Mr. D. Robinson, ext. 211).

Open days at the Laboratory of the Government chemist

The fourth Open Day to be held at the Laboratory of the Government Chemist took place this week. The Laboratory has been holding open days every few years only since it moved into its present accommodation at Cornwall House in 1964; but this is the first time that it has celebrated a centenary.

Three great events occurred in the early history of the Laboratory. The first was the appointment in 1842 of George Phillips as the first Principal Chemist (the early equivalent of the Government Chemist), the centenary of which occurred during wartime austerity. The second was the decision by Mr. Phillips in 1863 to test lemon and lime juice for the Board of Trade as an anti-scorbutic for use on ships at sea. This decision was to have far reaching effects because Mr. Phillips was a Revenue Officer as were all the staff at the Laboratory for a good part of its history. In taking on work for another separate Government Department in this way George Phillips wrote: 'I see no reason why the appliances and resources of a Laboratory maintained at the national expense should not be used for all scientific work of a national character which heads of other Departments may be desirous of entrusting to it'.

This concept of working for other Government Departments has since been widened and the present position, as given by the present Government Chemist, Dr. Harold Egan, summarises the Laboratory's main functions as offering a comprehensive analytical service to all Government Departments, giving all Government Departments direct scientific advice based on analytical and other chemical considerations; carrying out research in analytical chemistry where the developments of methods of analysis is of public importance, and providing expert evidence in accordance with the statutory analytical duties.

It may also undertake work for Local Authorities or for certain other statutory bodies when the requirements of the latter are outside their normal resources.

The 1863 decision made possible the clause in the 1875 Sale of Food and Drugs Act directing that, in case of any dispute, referee analysis should be carried out by the chemists at the Somerset House Laboratory, the home of the Laboratory at that time. The first sample submitted in December 1875, was butter suspected of adulteration. So after 133 years, the Laboratory at last celebrates a minor centenary.

There was no centenary celebration in 1963 because, at that time, the Laboratory was scattered in many buildings, most of which were overcrowded and out of date.

Open Day this year was somewhat bigger and better than on previous occasions partly because the Laboratory has grown in size by about a third during the 11 years spent in its present building in Waterloo. It has also increased its responsibilities and at the same time there has been a rapid development of sophisticated methods of analysis during this last decade.

Equipment for measuring the opacity of dental cements.

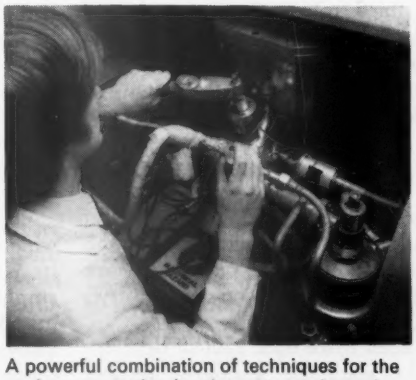
Visitors to the Laboratory could scarcely fail to notice the hundreds of grey boxes of electronics with their knobs, winking lights and dials that are the outward sign of this change, and have replaced the traditional glassware of former laboratories.

There are now over a hundred gas chromatographs, some of which are now linked to mass spectrographs, dozens of infra-red and ultra-violet spectrophotometers, two nulcear magnetic resonance spectrometers and several high performance liquid chromatographs.

The Laboratory's primary concern is with the people they serve, their food, their environment and their health. For many years various aspects of the environment have been monitored, and this continues to be an important part of the Laboratory's work. It includes the radioactivity of drinking water and nuclear power station effluents, the effects of de-icing chemicals in airfield run-off waters, pesticide residues in food, wildlife and human tissue, and oil pollution.

The working environment is studied in connection with toxic substances in air and the carriage of dangerous goods, the domestic environment by studies on user hazards.

Most of the new work is associated with health, namely, food, medicines, drugs and smoking. McCance and Widdowson's important reference book *The Composition of Food* is being revised for the Ministry of Food and Agriculture with much of the new information being supplied by the Nutrition Sub-division, where new methods for the determination of vitamins by gas-liquid chromatography have recently been devised.



A powerful combination of techniques for the analyst; separation by chromatography and identification by mass spectrometry.

Several sections are involved in the problems of contamination of food, including a total diet survey and investigating metallic contaminants in general, as well as studying impurities derived from packaging, such as lead extracted by food in tins and jars. Work for the Armed Services involves the investigation of the possibility of food being contaminated by vinyl chloride monomer absorbed from pvc packaging.

Animal feeding stuffs are also investigated. Even though one of the divisions is called 'Food and Nutrition' food analysis spreads over several other divisions, as far as the Research and Special Services Division which analyses food for the presence of nitrosamines, determines polyphosphates in meat by nuclear magnetic resonance spectrometry, estimates light elements by X-ray fluorescence spectrometry and has developed an automatic digestor for the pre-digestion of food samples before determining the metallic components.

For the Health Services Division, 1975 sees the commercial debut of ASPA dental cement. This glass-ionomer cement, because of its positive adhesion to tooth material, can be used in preventative as well as reparatory dentistry and represents a great advance.

Other work of the Health Services Division concerns analysis and advice on the nature, quality, standardisation, nomenclature and legislation of medicines, and the microbiological examination of food, water and medical items. Intercepted illicit drugs are examined on behalf of HM Customs and Excise and the Armed Services.

The very first work undertaken by the Government Chemist in 1842 was the examination of samples of tobacco for suspected adulteration. Such work is still done, but the Laboratory now also determines the tar and nicotine yields of cigarettes, the figures for which are published at regular intervals and have been widely used by the Health Education Councils in their anti-smoking campaigns.

One of the side effects of using so much sophisticated apparatus has been to increase the importance of the Laboratory's human resources. As the machines take on more and more of the mechanical part of analysis so the operators are called upon to supply more of the purely human qualities required in problem solving, such as observation, imagination and initiative.

It is not quite 12 years since the Laboratory was brought together under one roof but during that period the *espirit de corps* which was always strong has grown even stronger with a continuous discussion of current problems.

Any member of the Laboratory can call upon the accumulated skills and experience of the rest to help in finding solutions.

Britain

Research and development in Britain's mining industry

by Norman Siddall, Deputy Chairman, National Coal Board

Norman Siddall, Deputy Chairman of the National Coal Board.

The coal industry is spending more on research and development than ever before – both in money terms and in terms of human skills employed.

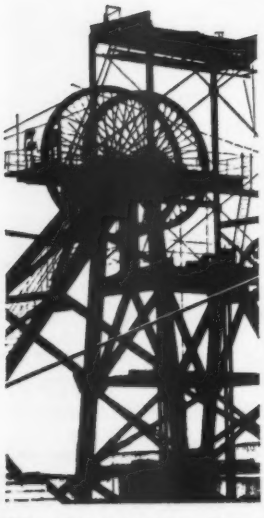
Reinforcement of the R and D effort, which has already begun, is needed to enable the industry to respond to the new energy situation and produce more coal more efficiently, and with greater safety.

The need is urgent for the country to reduce its imported energy and to make more effective use of its indigenous energy resources. Within that need the nation needs more coal. And even after North Sea oil starts flowing in abundance in the early 1980s, a healthy coal industry can help the country not only to reach self-sufficiency in energy more quickly, but possibly even to become a net exporter of oil.

While there can be no more compelling reason to expand coal production, the price must be right; it must remain, as it is at present, competitive with oil. As compared with manufacturing industry, the coal industry's labour and labour-related costs are high – about 60 per cent of the total charges. This calls for ever-increasing efficiency, particularly more effective use of manpower.

Whatever technical progress is made, pit work can never be easy or comfortable and it will always be necessary for miners to be paid high wages. This requires a continuing increase in productivity and we have set a target of a 4 per cent a year increase, an achievement in which research and development has a full part to play.

The role of researched development in the coal industry can be divided into four. First, it sets out to identify the problems it can help to solve; then, applies existing engineering and scientific knowledge to the solution of those problems. Its third role is to seek out and evaluate new knowledge bearing on the natural phenomena peculiar to coal mining; and, finally, to ensure the results of the work done are communicated to those in the industry who can apply them.



Our research and development is mainly evolutionary, progress being step by step towards better machines and methods. But every now and again a dramatic innovation emerges from this evolutionary pattern to have a radical and distinctive impact on the industry's performance.

There have been three such radical developments since the war – the armoured flexible conveyor which led to prop-free-front working and longer coal faces; the shearer-loader, which introduced an almost universal method of winning coal; and powered roof supports that allow coal to be won continuously with a great reduction in manpower.

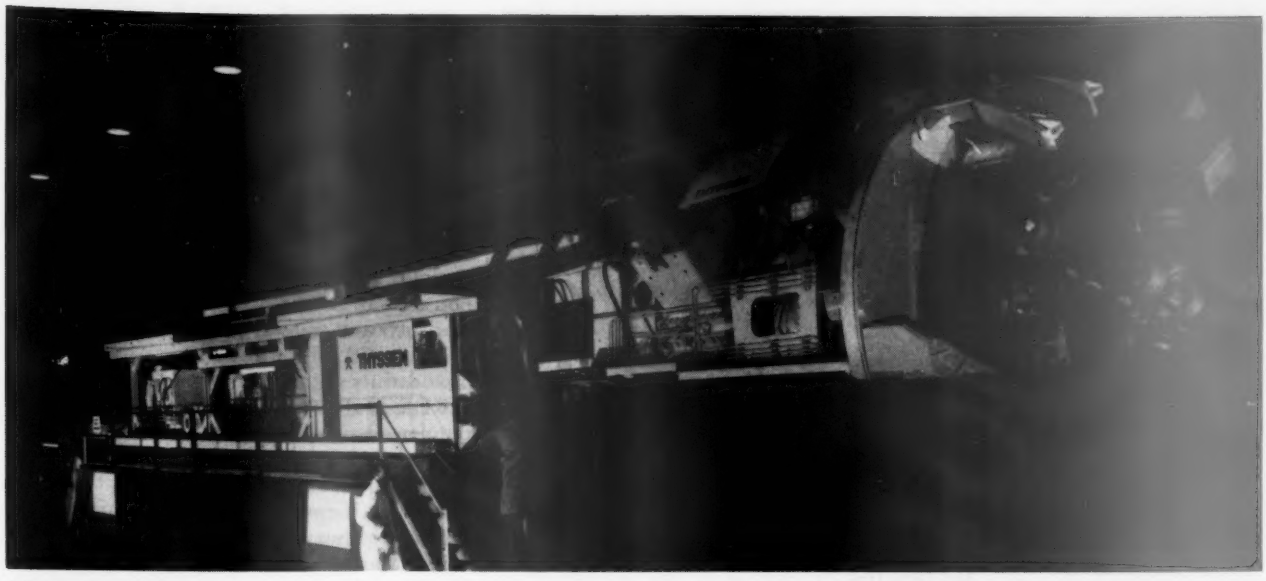
Whether radical or evolutionary, developments take time from conception to fulfilment through design, prototype, pre-production model stages to design, construction and establishment in production of the machines in sufficient numbers to have an impact on the industry's results.

In looking for a development with an impact on the industry as big as that made by the introduction of powered supports, it for a time appeared that there was nothing likely to bring about a similar revolution in mining methods. But it gradually became clear that the answers lay in the field of remote and automatic control.

Early experiments with electronic signalling and indicating systems, with remotely-operated longwall coalfaces, and with Bevercotes Colliery, where the intention was to control all operations remotely or automatically, failed because it was not possible to digest the information available, or because the equipment was not sufficiently reliable, or the experiment was too complicated.

But scientists and engineers continued work on the problems after the projects were abandoned and progress in electronics – especially in solid-state circuits and computers – offered more flexibility, reliability and reduced cost. Nearly all the problems of data transmission had to be solved and experimental work carried out on analysis and digestion of data by computer. Coal was able to draw on the experience of other industries in resuming its efforts and the automation we now have of mining equipment constitutes the major innovation we had initially sought. It could be applied to every phase of the mining operation either to yield better plant utilisation, permit remote operation of machines (so giving better deployment of manpower) or to enable better management by the improvement in the quality of the information provided.

Before examining in more detail the way in which the National Coal Board has organised its research and development effort, I must emphasise the overriding safety considerations in all our R and D work. No policies are implemented, or decisions made, without a thorough examination of all aspects of safety. This applies equally to research into environ-



A Thyssen tunnelling machine, incorporating features proposed and developed by the National Coal Board's Mining Research and Development Establishment. It is successfully driving a 3.66-metre diameter tunnel at Dawdon Colliery, in the NCB's North East Area, to provide access to new coal reserves under the North Sea.

mental factors – dust, methane, heat, noise – as to the development of mining systems.

The industry has a good record in reducing accident and health hazards, but this is an area in which complacency has no place, and we recognise this fully in our research programme. There are obvious and overwhelming moral reasons for doing so. Also all experience demonstrates that greater efficiency of itself reduces the number of accidents – that mines with the highest productivity have the best safety records.

We shall spend this year almost £8 million on research and development work conducted by our Mining Research and Development Establishment near Burton-on-Trent, over £¾ million to extend the facilities. There will be further recruitment to the 800-strong staff – large commitments by any standard.

We have taken measures to improve the organisation of the R and D effort to make the best use of resources and reduce lead-times of developments, to ensure work is related to the needs of the pits, and that results, after testing, are taken up and used within the industry. Line management now has a strong influence on any commitment to the R and D programme, there is a more sophisticated pattern of research project management, and adequate training will be provided by the Establishment in the application of new developments.

The work is organised in seven major categories, each related to colliery operations – coalface; underground roadway drivage; underground transport; coal preparation; comprehensive monitoring; basic studies; testing of equipment. Advisory committees have been set up from within the industry to avoid gaps developing between research and operational people. They consult and assist on the research programme, the role of innovation and the testing of new products. I myself am chairman of a national Mining Research and Development Committee which directs policy and major investment, observes the progress made and ensures harmony is maintained between the R and D effort and exploitation.

The advisory committees, or major development committees, cover each of the five operational fields. Chairmen are directors of our operational mining areas, and each is a member of the national committee. Members are drawn from headquarters and from area and colliery line management and engineering staff. A deputy-director from the Establishment sits on each committee and the system provides an effective bridge between development and exploitation for MRDE's work, as well as encouraging and assisting developments sponsored by areas, headquarters' mining department and manufacturers.

A research liaison committee ensures that the Establishment's work in basic research is properly orientated to the industry's long-term needs. It also encourages work in the universities and sees that the work of other R and D establishments is understood and, where appropriate, exploited.

The testing programme is subject to the scrutiny of a committee chaired by the Board's Director of Engineering. The committee, as well as endorsing the programme of work, has a particular concern for ensuring that the cumulative lessons learned from testing a great variety of equipment are drawn together as an aid to design engineers.

The most important role of the major development committees after deciding on initial development will be to sponsor pre-production models by finding suitable testing sites to ensure that a sufficient range of experience is obtained. Most of the money available for field trials will be used to further MRDE-developed equipment, but some will also be used for equipment developed elsewhere in the UK or overseas. The major development committees will, therefore, be encouraging developments from all sources and ensuring that developments

The control room at Bagworth Colliery, in NCB's South Midlands Area, where coal clearance from three collieries is being controlled by minicomputer.

begun elsewhere are not duplicated by MRDE, and also that such developments will be accorded test facilities.

We have created a project development division concerned mainly with the proving of pre-production models in an adequate variety of conditions, while a Resources and Programme Division reviews the progress and the priorities of all the work done and considers the long-term needs of R and D.

MRDE has always trained operators to install, operate and maintain new equipment. To provide for developments involving new technology, a training centre is to be set up at Bretby to develop, with the aid of the industry and the Industrial Training Board, courses for area training staff. It will also provide facilities for seminars and conferences on major advances.

A few projects will provide an indication of the range of activities covered by the MRDE programme:

Coalface: The method of working coalfaces is well established; what is now needed is greater reliability of the equipment and the system of work so as to increase daily output and make progress towards our long-term aim of full automation. An evaluation is being made of the relative life/cost benefits of the Continental robust designs of armoured face conveyors and powered supports compared with UK designs. We are seeking ways of getting more coal for each pass of the machine along the face, and finding ways of eliminating the bottleneck to production produced by the congestion of equipment at face ends. In environmental matters we are improving our control over dust, methane, heat and noise.

Automatic steering, using a nucleonic probe, is commercially available for fixed-drum coal cutting shearers, and equipment for ranging-drum shearers is being developed. The nucleonic probe automatically steers the coal cutting machine to keep it within the coal seam, preventing the cutting of unwanted stone.

Roadway drivage: British and American firms have developed machines able to cut roads in strata at high speeds and with increased safety, but the roadway operation is not nearly so completely mechanised as the actual production of coal. A new roadway support system for roadways and tunnels is under investigation.

Roadways driven in coal are reasonably well provided for if the seam section is 5 ft or more. MRDE has recently developed a machine for thinner seams which meets the requirements of low height, simplicity, low maintenance costs and potential suitability for automatic control and which is now undergoing intensive trials.

Most roadways, however, must be greater in height than the seam itself, which means working the stone above the coal. For some strata, the use of an impact head instead of a rotary cutter on roadway drivage machines was first developed by MRDE. Such machines are now in general use and can break harder strata while producing less dust.

Underground transport: Two improvements in underground transport are intended: first, to increase the throughput of present conveyor systems and, second, to develop new systems of transport for men and materials which are fast and reliable.

Automated conveyor installations to prove the reliability of transducers, data links and computer control are planned. Work on pneumatic transport systems, to increase shaft capacity, will be extended. A train-braking system is being developed which will permit higher speeds, so reducing travelling time underground.

Coal preparation: The techniques of coal preparation are well-established and the main objective now is to obtain maximum automation to save manpower.

There will be further development of sensors for on-stream monitoring of the ash, sulphur and moisture content of coal. A start will be made on evaluating process computers for plant control and on data-logging systems. Automatic control is designed for the homogenisation of raw coal and the blending of different coals for our two biggest markets, power stations and coke ovens supplying the steel industry.

Comprehensive monitoring: Work in this field pervades that of all the other categories. Manpower savings can be brought about by the remote and automatic control of operations.

The main task involves the collection of information about all the operations in the pit and the detection and measuring of variables involved in controlling a machine or system. This information is then digested in order to identify important factors and trends.

Means of transmitting this information and using minicomputers to process data into visual displays, reports and analyses are now available. Radio systems, which are important in main-

taining contact with men or in controlling machines in mobile situations, have been introduced.

Progress with environmental sensors for continuous monitoring of methane and airflow has been good: further developments are aimed at more reliable measurement of oxygen deficiency, carbon monoxide detection and smoke detection.

Basic studies: Success with projects undertaken by the preceding groups will depend on specific knowledge of particular mining conditions and their effect on the performance of equipment. This work, drawn together into coherent disciplines, is known as basic studies.

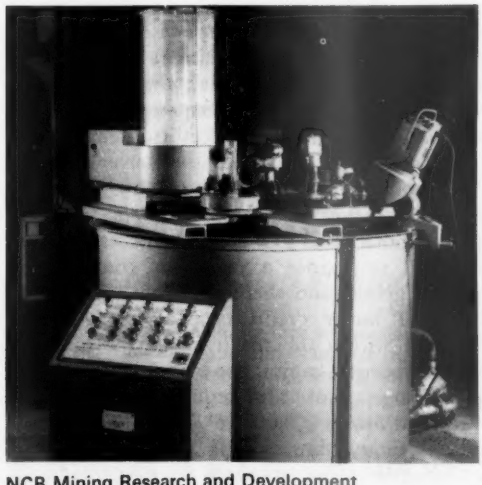
Methods of estimating in advance the methane emission of coalfaces – thereby helping face design and provisioning – are on the point of implementation. A new approach to dust control is the use of steam to suppress dust. Encouraging results have emerged and further work is planned. Heat and humidity problems are being studied so that requirements for local refrigeration can be formulated where necessary.

Work is in hand to reduce the risks to production by the seismic detection of geological faults ahead of the face, and to enable the movement of strata to be predicted. Research into the 'cut-ability' of coal has been almost completed and it is now a question of concentrating on the remaining problems of cutting and breaking rock.

An attempt to measure the natural gamma radiation inherent in coal and stone and apply the results to controlling the cutting horizon of coalface machines shows promise.

Testing: Testing work is arranged into four groups: approval and specification testing; assessment of proprietary equipment and materials; investigation of service failures; and development testing, particularly of mining systems. All are concerned with proving the reliability of equipment, but from them stems a great deal of information of value to the designer.

The new field which is being developed is that of testing mining systems. For example, mock roadheads are under construction at MRDE's surface-testing site and it is planned to develop working systems in which proved items of machinery are made compatible each with the others. The long-term aim is to provide a service to mining engineers, which offers assured systems for prescribed conditions and provides testing facilities for new designs and systems.



NCB Mining Research and Development Establishment's automatic flocculant mixer with the patented Autex unit is now commercially available. Savings include more consistent water clarification, large reductions in reagent consumption and improved manpower utilisation.

A standard gravimetric dust sampler – used to monitor dust levels underground – being inspected at the NCB Mining Research and Development Establishment. Developed by the Board, the instrument has been specified as standard equipment by United States mine safety legislation.

Proposed national, international and European Coal and Steel Community specifications will be thoroughly investigated. Because of ECSC requirements high priority in this category will go to fire-resistant hydraulic fluids and conveyor belting.

The NCB has comprehensive arrangements for exchanging research information with international agencies and with organisations in other coal-producing countries. The EEC appoints participating countries to manage projects in an agreed field of interest and pays 60 per cent of the cost: MRDE has been entrusted with no fewer than 28 of these projects and expects to earn about £695,000 towards their cost in the current financial year. In connection with this work, we exchange delegates with the major development committees of the West German and French coal industries.

We have research agreements with the US Bureau of Mines, and recently with Canada and Poland. The European Coal Producers' Association – of which the NCB Chairman, Sir Derek Ezra, is President – together with the National Coal Association of the USA, have formed an International Research Committee whose members are also drawn from Canada, South Africa and Australia.

The United Nations holds, in alternate years, a conference of directors of research establishments; East and West readily report on their progress.

In face of the nation's pressing need for an increase in indigenous energy supply, the NCB has a revised, clear policy for research and development, endorsed by the Government.

Full, painstaking and tireless application of the policy to the tasks facing us immediately and in the years ahead will, I am confident, help to achieve our urgent goal of increased productivity and greater efficiency, combined with greater safety and a better life for miners.

Britain

Buyer credits and lines of credit*

As an alternative to the Export Credits Guarantee Department's specific credit insurance policies supported by an ECGD guarantee for bank finance, exporters of capital goods and those concerned with contracts of a project nature, may prefer to arrange a buyer credit facility. ECGD buyer credit guarantees are available to banks making loans direct to overseas buyers for contracts worth £250,000 or more.

ECGD backing for buyer credit arrangements in the form of guarantees to banks was introduced in 1961 and since then has been considerably broadened. The lines of credit, in the form described later in this article, have been generally available since 1967.

Under buyer credit arrangements the overseas buyer is normally required to pay 15 or 20 per cent of the contract from his own resources direct to the supplier, including an adequate downpayment against the signature on contract. The remaining 80 to 85 per cent is paid to the exporter direct from the buyer credit loan. The balance is made available by a UK bank to an overseas buyer of British capital goods on the strength of ECGD's unconditional guarantee which covers the loan in full – both principal and interest – against non-payment for any reason.

The most important advantage of the buyer credit facility is that the exporter receives cash on shipment. Thereafter what remains is a financial relationship between the overseas borrower and the UK bank for the remainder of the credit period which is guaranteed by ECGD. Also exporters may prefer using buyer credit arrangements rather than supplier credit to enable them to arrange progress payments during manufacture, or they may be more suitable for firms which are lightly capitalised in relation to turnover, as they can avoid or reduce recourse problems of the kind that may prevent the issue of ECGD bank guarantees.

It is important for the exporter to approach ECGD at an early stage and, at the same time, to approach a bank or financial institution to arrange financing. As a general rule, exporters will know from the outset of the negotiations with the overseas buyer whether he should proceed on the basis of supplier or buyer credit. Once discussions have been started and a bank has agreed in principle to consider financing the transaction, a joint approach should be made to discuss the terms of the guarantee.

Under the buyer credit system there are a number of legal agreements which have to be negotiated and brought to a conclusion at the same time. First, there is the supply contract between the exporter and the overseas buyer for the supply of capital goods or for the construction of a project. Secondly, there is a financial agreement between the UK bank and the overseas borrower to provide finance for the bulk of payments under the supply contract. Thirdly, a guarantee is given by ECGD to the British bank to cover non-payment. Lastly, there is the premium agreement between the exporter and ECGD under which the exporter agrees to pay premium for ECGD's guarantee of the loan. Charges are in line with specific supplier credit guarantees; generally in the range of £3.40 per cent for business in the weakest markets to £1.25 per cent in the soundest markets.

Buyer credits qualify for the same low interest rate on the credit for medium- or long-term supplier credit arrangements. At the present, minimum rates are 7 per cent for terms of up to five years and 7½ per cent for terms of over five years.

A buyer credit is not intended to relieve any of the parties to the agreements of normal commercial responsibilities. It is fundamental to the guarantee that the borrower accepts full responsibility for repayment, and the exporter remains wholly responsible for performance of his contractual agreement with the buyer. Nevertheless ECGD as ultimate guarantor of repayment must be satisfied that neither the supply contract nor the loan agreement contains anything that prejudices its interests.

A line of credit is similar to a buyer credit in that it takes the form of a loan by a UK bank to an overseas borrower. With a line of credit the loan is not linked to a single contract but may be used to finance a variety of contracts for capital goods, and thereby enables the advantages of buyer credit type financing to be brought within the reach of a wide range of firms exporting capital goods, particularly those producing plant and equipment. Contract values as low as £5,000 to £10,000 are acceptable in many cases.

Some lines are allocated to particular constructional or other major works of a project nature – 'project lines of credit' – others are 'general purpose lines of credit' which can be used by any buyer approved by the borrowing

* This is the third in a series of articles on various areas of activity of the Export Credits Guarantee Department. The previous articles appeared in *Trade and Industry* of 26 September 1975 (page 726) and 29 August 1975 (page 512).

bank. At the present there are over 50 general purpose lines of credit open in some 27 markets. A list of current lines of credit published quarterly in *Trade and Industry* (10 October 1975, page 91) and details of new lines of credit are made available on the Department of Trade's Export Intelligence Service.

It is up to the borrower to propose to the UK bank the contracts he wishes to be financed under the line. There is normally a period from the signing of the financial agreement up to a set 'last date for entering into contracts' to do this. This period is usually a year but may be longer. In some cases a line of credit may be extended, if the full loan value has not been fully used at the last date. In other cases, to meet the needs of overseas buyers or borrowers, the line of credit may be extended by a supplemental line increasing the total loan value.

Once ECGD and the UK bank have approved a contract made by an exporter under a line of credit, he may go ahead with manufacture and shipment. The proportion of the contract price to be found from the loan – usually 80 or 85 per cent – is specified in the financial arrangements. The exporter therefore receives 15-20 per cent of the contract price direct from the buyer. The remainder is drawn from the loan at time of shipment by presentation of shipping documents to the UK lending bank.

As with other buyer credit facilities, ECGD gives the bank an unconditional guarantee of repayment on 100 per cent of the principal of the loan and interest. Responsibility for payment of premium rests with the exporter. The usual arrangement is for ECGD to receive premium from the UK bank that has set up the line, which in turn recoups it from the exporter.

In total, the value of exports covered by ECGD buyer credit type guarantees (some £644 million in 1974-75) is small when compared with the amount covered by ECGD short-term whole-turnover policies (£5,269 million in 1974-75). But the industries that are being supported – construction, process plant, ships, aircraft and various kinds of engineering – are those which are winning large value contracts, often against formidable opposition in fields where availability of finance and credit terms are an important key to export competitiveness. ECGD-backed buyer credits have become a vital ingredient of the financial support for these most important sectors of British exporting industry.

ECGD news

Mechanical handling system for USSR

The Export Credits Guarantee Department has guaranteed a loan of £2.35 million which Morgan Grenfell, acting on behalf of Barclays Bank, arranged with Vneshtorgbank, the foreign trade bank of the USSR.

The loan will help finance a contract awarded to FATA Ltd. of Watford by V/O Techmashimport for the supply of a mechanical handling system to be installed in a tyre factory which will be part of the Kama River industrial complex. This is the second contract placed by the Russians with FATA for this type of equipment. The factory is scheduled to be commissioned early in 1978.

Bulgarian buyers for UK capital goods

A £1 million line of credit which Lloyds Bank has made available to the Bulgarian Foreign Trade Bank has been guaranteed by the Export Credits Guarantee Department.

The loan will help finance contracts placed in the UK by Bulgarian buyers for capital goods and associated services. UK exporters will receive 85 per cent of the contract price after shipment of the goods; the remaining 15 per cent is payable from the buyer's own resources.

To qualify under the terms of the loan a contract must have a minimum value of £5,000 and be placed by 30 April 1977.

Exporters interested in further details should contact Mrs. C. S. Muckersie of ECGD (01-606 6699 ext. 7313) or J. L. Clarke of Lloyds Bank (01-626 1500 ext. 2361).

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BOTB British Overseas Trade Board

Entente Cordiale – new look

A report on the recent British Chamber of Commerce congress in Paris by Jean Hind, BOTB Publicity Unit

The British Overseas Trade Board was represented by HRH the Duke of Kent and Lord Briginshaw former member of the TUC's General Council, and James Rooke, the Board's Chief Executive, at the Entente Cordiale – New Look Congress in Paris, 9-10 October.

The conference was organised by the British Chamber of Commerce in France, and the Duke, who described himself as 'a working duke', began his speech with a quotation from a speech made by his great grandfather King Edward VII to the same Chamber 72 years ago, when he said: 'There may have been misunderstandings and causes of dissension in the past, but all such differences are I believe now happily removed and forgotten.

'In recent months,' the Duke went on, 'Anglo-French trade has been one of the few bright spots in an otherwise gloomy economic picture,' for trade between Britain and France had this year shown an encouraging rate of growth. But it must be admitted that for two industrial countries which are such close neighbours, our trade with one another had for too long fluctuated around a disappointingly low base, and there was plenty of room for a big expansion of trade across the Channel.

'An obvious first step,' said the Duke, 'is to find ways of promoting an increasing number of business contacts between our countries. And here the British Overseas Trade Board, which Lord Briginshaw and I represent today, is already making great efforts to persuade more British businessmen to visit France, and French industrialists to come to the UK.

The Duke paid tribute to the work done by the BOTB's European Trade Committee, by the British Chamber of Commerce in France, and by the Franco-British Council in helping the British and French to get to know one another. He ended with a further quotation from his great grandfather Edward VII's words in 1903, 'There are no two countries in the world whose mutual prosperity is more dependant on each other'.

Regeneration of industry

Lord Briginshaw referred to these same words, and said that although they came from an earlier period light years away from today, they still had great validity. 'We have problems in the UK,' said Lord Briginshaw, 'but we are going to win through. There are extensive legislation action and preparations to allow for a massive regeneration of our industry. We need and will generate one way or another vast new investment within British industry. It would be a great gesture of confidence in our people if we could look forward to heavy French investment in the UK. Recent bold French reflation aimed principally at unemployment ought to be of considerable assistance to the British economy if we can find a mutuality.'

The so-called 'English disease', said Lord Briginshaw, did not exist. 'The UK record for industrial conflict is no worse than most and better than some.' He referred to existing Anglo-French co-operation in industrial spheres, mainly in the aeronautics field, and said he hoped that these developments would be seen as a basis for wider civilian projects. 'In

James Rooke speaking in the Entente Cordiale-New Look Congress general debating session. Seated next to him is David Goodchild of Clifford-Turner and, on the right of the picture, is Mr. R. Balfour of Mather and Platt S.A.

times of unemployment workers want work and they prefer ploughshares to swords.'

Optimistic note

Ronald Arculus, Minister (Economic) at the British Embassy in Paris, struck an optimistic note and described North Sea oil and gas, and the newly-discovered Yorkshire coal field, as immensely important for the UK and for Europe. He said he had travelled in the Concorde, and predicted a great future for this aircraft; he listed the new models of British cars successfully launched in the past year on the French market, said that Marks and Spencer, having established themselves in Paris, were now opening up in Lyons, and that there were now over 700 branches of British firms in France.

Having quoted Oscar Wilde's dictum that good advice should seldom be offered and never taken, Mr. Arculus said cheerfully that he was going to disregard it and give advice to both French and British delegates in the audience. For the British, he listed garden equipment, food processing machinery, scientific instruments, medical equipment, marine equipment and pleasure boats as having a promising sales potential in France; but, he reminded British exporters, what works in Huddersfield may not work in Bourges, so do your research and take local advice. In the capital goods field, we ought to be 'more visible' and also ensure that people who come across to France are fully able to operate there – not all our companies, he said, appear to the French to be sufficiently committed to the market to be relied upon as suppliers.

Dropping adroitly into French, Mr. Arculus then advised that more French businessmen should come to the UK, and not just to London. He referred to the conference facilities available all over the country, and to the new National Exhibition Centre in Birmingham. Mr. Arculus also dealt with one of the Congress's recurrent themes – the need for more French investment in the UK.

Sir Ralph Bateman, president of the CBI, one of a strong contingent of British platform speakers, which included Lord Goodman, Maurice Edelman, MP, and Peter Ustinov, listed the factors governing trade expansion as (1) the general economic climate, (2) tariff barriers, (3) non-tariff barriers, and (4) the commitment of management at all levels to overseas trade. He voiced a plea that constant talk of UK trade and industrial problems should not be allowed to overshadow the real strength of UK industry.

Mr. K. G. W. Bartell (right), chairman of the British Chamber of Commerce in France, presents HRH the Duke of Kent with the Chamber's gold medal.

Lord Briginshaw (left in the front row) with Maurice Edelman, MP, Director-General of the Franco-British Society, who gave the final speech of the Congress.

UK/French co-operation

The French team of speakers at the Congress was headed by France's Minister of Industry and Research, Michel d'Ornano, who suggested that future fields for UK/French co-operation could be (1) the search for a common position to develop a Community industry policy, which is still lacking, (2) the search for joint fields of action for smaller industries, and (3) common projects in third world countries.

A down-to-earth contribution was made by Jean Wahl, Minister Plenipotential at the French Embassy in London, who assured his compatriots that in spite of press reports to the contrary, the UK still stands erect on its own feet and is likely to remain so. He felt that by 1978 North Sea oil would probably be the governing factor in the UK balance of trade, and from the 1980s onward this oil might be a great EEC asset.

Francois Ceyrac, president of the French Patronat, also felt that North Sea oil will reinforce the UK's economy. He warned of a 'world protectionist offensive', and said that he believed private initiative to be an essential guarantee of freedom.

Debating sessions

Among those who spoke in the general debating sessions, James Rooke, in reply to an intervention by Lord Duncan-Sandys, said that although possibly more businessmen could make use of the services of Overseas Commercial Posts, 'there is an overwhelming demand at home for the BOTB's services and so we must concentrate on those prepared to give a firm commitment to *stay* in exporting'.

John Raven, chief executive of the Simplification of International Trade Procedures Board (SITPRO), complained that there was still too much documentation and suggested that essential documents should be processed by the consignee and not by Customs Officers. 'Border officers date back to the Middle Ages,' he said. 'The solution is computerisation.'

The conference was ably summed up by its chairman, Sir Patrick Reilly, president of the Banque Nationale de Paris Ltd., former British Ambassador to France, Immediate Past-President of the London Chamber of Commerce.

During the Congress Mr. K. G. W. Bartell, president of the British Chamber of Commerce in France, presented the Duke of Kent with a gold medal originally struck for the Chamber's centenary in 1972, and now usually given only to those who have been members for 50 years.

BOTB News

British consumer goods in post-recession Japan

The prospects for British consumer goods in post-recession Japan were the theme of a seminar 'Market 100 Million' held at the Cafe Royal, London, on 14 October. The seminar was arranged by the Exports to Japan Unit of the British Overseas Trade Board and was chaired by Barry Ercolani, managing director of Ercol – a firm which has achieved substantial sales of furniture in Japan.

Mr. Ercolani and Hamish McGhie, head of the Exports to Japan Unit, stressed that the Japanese economy had now bottomed out of the oil crisis recession and that the Japanese Government had recently announced a massive reflationary package. Consequently, there are good prospects in 1976 for an upsurge in sales for all types of consumer products in Japan.

Mr. McGhie said that within the next 10 years total British exports to Japan could reach £1,000 million a year, if the efforts of British exporters were maintained. Mr. Ercolani said the time was ripe for an attack on the market and that Britain's competititors were not waiting for the boom to start before laying their plans.

Sir John Pilcher, former British Ambassador at Tokyo, lunchtime speaker during the 'Market 100 Million' seminar at the Cafe Royal. On the left (seated) is Hamish McGhie, Head of the Exports to Japan Unit, BOTB.

Dundee and Tayside drive to Brazil and Mexico

Dundee and Tayside Chamber of Commerce and Industry are sponsoring a mission to Brazil and Mexico early next year.

The mission, supported by the British Overseas Trade Board, will visit Sao Paulo from 9-14 February, Rio de Janeiro from 14-20 February, and Mexico City from 20-27 February.

This mission will be the Dundee and Tayside Chamber's second to South America since 1974 and its first to Central America.

Among the products which have been identified as offering good market opportunities are agricultural machinery, foundry plant, marine equipment, materials handling equipment, textile machinery, scientific instruments, etc.

Companies wishing to participate in the mission to Brazil and Mexico should contact Miss L. Dodds, Assistant Secretary Export and Trade Missions, Chambers of Commerce Buildings, Panmure Street, Dundee DD1 1ED, tel. 0382 22122.

Industrial work experience for students

Twelve first-year sixth-formers were given the opportunity to work in industry for two weeks of their summer holidays as part of a scheme sponsored by the British Overseas Trade Board and organised by the Trident Trust. The project was designed to give young people at a formative stage in their education a first-hand look at exporting firms with important overseas trade activities, both to broaden their understanding of the working environment and to give them wider knowledge from which to make decisions about their future educational patterns and eventual careers.

The students were drawn from the Leeds, Darlington, Crawley and Brockenhurst areas and were placed in a variety of firms, ranging from freight forwarding agents and small engineering concerns to branches of multinational organisations.

The young people discussed their impressions of industry with officials of the BOTB and Trident Trust at an informal session held at the Board's offices on Wednesday, 8 October.

This scheme formed the second and UK stage of an experimental project in export-oriented work-experience for young people.

Japanese market for metal-finishing equipment: survey published

'There appears to be market potential in Japan for British technologically advanced metal-finishing equipment and materials but many UK-origin products are not well-known in the Japanese market due to lack of sufficient sales promotion efforts.' So says a survey on the *Japanese Market for Metal-Finishing Equipment** published on 14 October by the British Overseas Trade Board.

The survey recommends participation in trade exhibitions as the most effective method of penetrating the Japanese market, and urges British suppliers to participate in the trade exhibition to be held in October 1976 at the British Export Marketing Centre in Tokyo. British exporters, it says, should also seek qualified Japanese importer/sales agents to handle actual sales activities and also promotion campaigns.

Five types of metal-finishing equipment are listed by the survey as having the highest sales potential. These are: cyanide-free plating equipment; equipment for recycling chemicals; effluent treatment systems; corrosion testing equipment; and robot painting machines.

Seven industries, ranging from electric machinery and home appliances to civil engineering and building construction, are identified as the primary end-users in Japan. These end-users are in two groups – large-sized original equipment manufacturers which maintain in-factory metal-finishing processing facilities; and small independent job-shops which specialise in particular processes. Japanese end-users, warns the survey, tend to be conservative in their attitude towards trying and adopting new products. Domestic suppliers overcome this by constant contact through frequent visits.

The main findings of this survey were outlined by Ben Thorne, Commercial Counsellor at the British Embassy, Tokyo, at a meeting in the Birmingham Engineering and Building Centre on 21 October.

* Available from the Central Library, 1 Victoria Street, London SW1H 0ET, price £20 post free.

Exhibitions and Fairs

Encouraging news from the US fashion scene

From Joan Keith-Hardy, British Trade Development Office, New York: The 6th European Fashion Fair opened on Sunday morning, 28 September, with optimistic exhibitors and a crush of buyers. Although final figures are not yet available, preliminary estimates indicate that the total volume of business booked during the successful four-day fair at the Statler Hilton in New York exceeded $6 million.

The British joint venture consisted of a strong, well diversified group of fashion houses who showed knitwear, dresses for day and evening wear, sportswear and accessories. Among the British exhibitors were several well-known designers such as Janice Wainwright, Mary Farrin at Levinson Originals, John Bates at Jean Varon, Ozzie Clark at Radley and CarrJones who promoted the collections of six young designers – Hylan Bookes, Susan Foxton, Jennifer Hocking, Brontley, Charmian and Henket and Coleman.

Other stars of the show were Murray Allan of Scotland, whose cashmere range of sweaters was well received and who, in addition, sold out their entire collection of rayon-acrylic co-ordinated knitwear on the first day; Lionel Fisher, whose high-styled knitwear and shirts for men and women were outstandingly successful; Crochetta, whose contemporary knitwear is already well established in the US; and Taramina, a newcomer to the market, with an up-to-the-minute line of junior dresses and sportswear.

With very few exceptions, the British exhibitors did exceptionally well at the show and according to Joan Broughton of the British Knitting Export Council, who led the group, they achieved their sales target of over £½ million. Several of the firms decided to stay on in New York after the show to follow up contacts, and there is little doubt that the final figure of business booked as a result of the show will be considerably higher.

One interesting and unexpected aspect of the show was the interest shown in men's and children's knitwear and sportswear, and the success achieved by firms offering this merchandise.

The European Fashion Fair is undoubtedly growing in importance as the only international fashion show in the United States. It attracted 33 French firms this season and smaller groups from West Germany, Italy, Ireland, Israel, Greece and Portugal. It is a well organised and well run show and draws buyers, particularly from specialty stores, but also from department stores and buying offices from many parts of the United States. The fair thus provides exhibitors with exposure to buyers for stores in areas which otherwise would be difficult and costly to reach. Hopefully, a strong British presence will become a permanent feature of this event.

The Murray Allan stand at the European Fashion Fair in New York; they sold out their entire collection of rayon-acrylic co-ordinated knitwear on the first day.

Spring and summer fashions in Munich

From Charles Pattinson, Commercial Section, Munich: The 32nd International Week showing spring and summer fashions was held from 5-9 October in halls 1-20 of the Munich fair grounds.

A total of 1,620 exhibitors – 10 more than last spring – from 25 countries decided to show at the fair, in spite of all the uncertainty in the textile industry caused by general world wide recessions and cheap imports.

Britain took fourth place amongst the foreign contingents after Italy, France, and Austria, and, out of the total of 39 British firms, 30 exhibited in a joint venture organised jointly by the Clothing Export Council and the Department of Trade.

Steady orders

In spite of the doubts surrounding the fair initially, the British exhibitors took steady orders and, whilst no startling transactions were made, when total orders were totted up at the end of the event, most exhibitors were pleasantly surprised to find that the fair had more than lived up to their cautious expectations, and, in many cases, surpassed the results of the last fair.

This augurs well for the next Spring Fair which is being held from 28 March-1 April 1976. Further details can be obtained from the Clothing Export Council.

Women's ready-to-wear exhibition in Paris

Some 50 British firms exhibited an extensive range of women's ready-to-wear clothes in Paris from 18-22 October at the Salon International du Pret-a-Porter Feminin. The group was supported by the British Overseas Trade Board and sponsored by the Clothing Export Council.

British companies are increasingly keen to take part at this autumn event because it is the most international of its kind in Europe. For the first time, the British joint venture group included a number of firms representing the Associated Fashion Designers.

UK store promotion in Austria: 'biggest of its kind in Europe'

From E. L. Bailey, formerly First Secretary (Commercial), Vienna: Monday 15 September marked the opening of a major store promotion sponsored by the British Overseas Trade Board throughout the leading group of departmental stores in Austria – the Gerngross Group. This promotion was the biggest of its kind in Europe this year and was formally opened at the group's largest store in Vienna on 15 September and later at three other stores by the Ambassador, Sir Denis Laskey. The promotion ran in geographical phases throughout the country, ending on 18 October.

The promotion covered 11 stores – four in Vienna and the others in Linz, Innsbruck, Saltzburg, Graz, Steyr, St. Pölten and Wels. A wide range of British goods was offered, including food, confectionery, alcoholic and non-alcoholic drinks, clothing and textiles in general, toys, porcelain, giftware, domestic electrical appliances, other household equipment and do-it-yourself items.

The British Overseas Trade Board supplied a large quantity of attractive display material and arranged the attendance of Scottish pipers and Yorkshire 'bobbies'. British Leyland Austria presented three 'Minis' as prizes for a competition associated with the promotion and loaned others to enable a Mini to be on display in each of the main stores.

Drawn by excellent advance publicity, attractive window displays and decorations, and the prospect of meeting and hearing the pipers and talking to the bobbies, the Austrians flocked to the stores. Lines which were particularly popular included preserves, sweets of all kinds, soups, biscuits, cheese, porcelain, pipes, and, of course, whisky of many different brands. British cheese deserves special mention. On sale were many kinds, including Cheddar, Stilton, Wensleydale blue and Wensleydale white, Double Gloucester, Sage Derby, Cheshire and Leicester. And the volume of sales was beyond expectations. Some varieties were on offer for the first time in Austria and their future sales prospects, judging from this experience, could be very good.

The Gerngross Group management are very appreciative of the various forms of support provided by the BOTB. They were delighted by the high quality of the display material and special exhibits, including the English Crown Jewels.

During the speech at the opening ceremony on 15 September, the Ambassador spoke of the growth in Britain's trade with Austria which, even in the present climate of depression, is running at more than 50 per cent over four years ago.

There is, however, no room for complacency. Austrian exports to the United Kingdom have grown faster and Austria now has a favourable trade balance with us. We cannot therefore afford to relax our export efforts and already the Embassy and British Overseas Trade Board are planning further large store promotions and a joint venture in Austria in 1976, and an Austrian trade mission to the United Kingdom.

The managing director of the Gerngross Group, Herr Albrecht, pictured with the Mayor of Wels, and the British Ambassador, Sir Denis Laskey, flanked by bobbies and pipers during the British store promotion in Austria.

Nine firms in Malmö joint venture

From Ronald F. G. Taylor, British Consul, Malmö: The 7th International Hotel Catering and Restaurant Fair, RESTA VII, arranged by the Swedish Hotels' and Restaurants' Association and other ancillary associations in collaboration with the Scania Trade Fair Foundation opened its doors on the morning of 7 October to a stream of visitors.

In the afternoon, the fair was officially opened by Mr. Lauri Sarkia (Finland), the first Nordic President of the International Hotel Association.

This specialised fair, which is strictly for the trade only, has grown in size and importance over the years and, perhaps even more important, in quality too, and this year about 13,500 registered visitors were recorded during the four days, almost 2,000 more than the last event held in 1973.

Nine British firms participated in the joint venture sponsored by the London Chamber of Commerce and Industry and supported by the British Overseas Trade Board.

Their products covered a fairly wide range including food preparing and catering equipment, glass washing machinery, industrial floor maintenance equipment, microwave ovens, cleaning equipment for carpets and upholstery, disposable tablewares, cups and food containers.

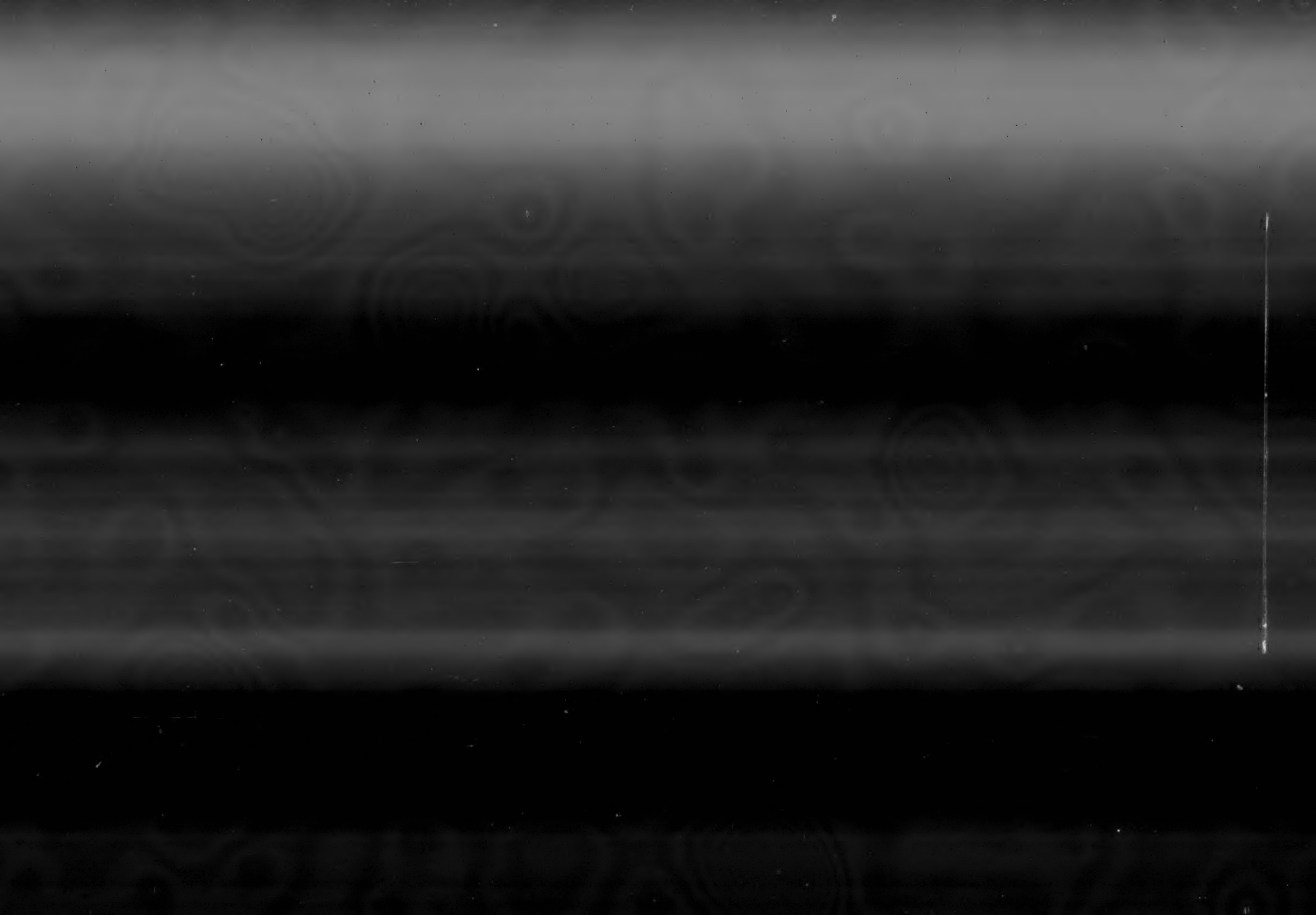
The fair is without doubt still the largest of its kind in Scandinavia and attracted visitors not only from Sweden and other Scandinavian countries but also from neighbours in Europe and from as far afield as Japan and Australia. It was as usual well planned and the quality of the exhibits and attractive design of the stands were of a high standard. There were well over 500 firms from countries all over the world represented at the Fair, many of them grouped together on agents' stands, but the United Kingdom, the Netherlands, Poland, France, West Germany and Bulgaria were the only countries with collective exhibits, the British group occupying by far the largest space.

The vast majority of exhibitors, including those in our joint-venture group, were pleased with the number of sales made, the inquiries they received, and with the contacts they were able to make.

There is no doubt that the trade continues to attach great importance to this biennial event and at the close of play many of the exhibitors had already informed the organisers that they would surely be requiring space at RESTA VIII to be held in 1977.

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL. (Tel. 01-606 6699). ECGD has 10 local offices in various parts of the United Kingdom, and these are listed from time to time in *Trade and Industry*.



British Overseas Trade Board

Programme of trade promotions 1975-77

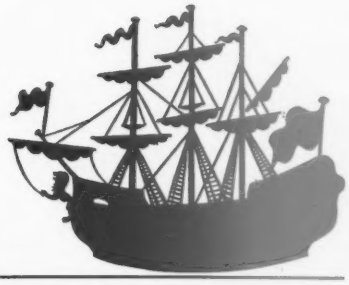
The Duke of Kent, who is a member of the British Overseas Trade Board, met British exhibitors at the 3rd International Trade Fair in Tehran, where he and the Duchess were staying as guests of the Shah of Iran. The Duke and Duchess attended the official opening of the Fair by the Shah, and later visited the stands of British companies exhibiting in the British Pavilion organised by the Trade Board. Over 150 companies took part in the British Pavilion, which was the largest pavilion at the Fair. Their Royal Highnesses are seen talking to the British Ambassador and Lady Parsons.

Section 1
Overseas events where Government assistance to UK participants
4-33 is planned or under consideration

Section 2
34-42 Trade fairs and exhibitions within Europe

Section 3
42-44 Trade fairs and exhibitions outside Europe

Section 4
44-50 Trade fairs and exhibitions in the United Kingdom



If you're exhibiting in the United States of America, Soviet Union, Eastern Europe or South America, use the specialist freight service

Brewster Druce Turner are specialists in two key exhibition services. Their executives have had years of experience in shipping and forwarding exhibits of every kind and category to exhibitions in these countries.

They are also advisory experts on all aspects of national and international exhibitions and trade fairs.

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Programme of Trade Promotions

This programme of Trade Promotions is published as a supplement to *Trade and Industry* in January, April, July, and October.

Section 1 lists overseas trade promotions and missions over the next two years for which British Overseas Trade Board support is already being planned, or is under consideration. The information is necessarily brief but further details can be obtained from the trade association or from the officer named against the event (Tel. 01-248 5757). For trade fairs the date shown in brackets after the officer's name and telephone extension number indicates the closing date for applications for support. Those interested in participating in any event for which the cut off date has passed should inquire of the sponsor or the officer named against the event, as occasionally, it is possible to accommodate late requests. Where no date is shown the cut off date has not been fixed.

Section 2 (Europe) and **Section 3 (outside Europe)** list a number of regular overseas trade fairs not mentioned in Section 1. **Section 4** lists some United Kingdom trade fairs

Fairs in this supplement are classified under the commodity groups (right), definite dates being given when known or alternatively the month in which a fair is usually held.

General inquiries should be addressed as follows:

(1) About support provided by the British Overseas Trade Board for overseas promotions: Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU (Tel. 01-248 5757)

Telephone inquiries should be made as follows:

For trade fairs, British Shopping Weeks and store promotions—Ext. 7051

For British Export Marketing Centre, Tokyo—Ext. 7104 or 7317

For Outward Missions and symposia—Ext. 306

(2) About Inward Missions:
Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 463).

CLASSIFICATIONS

General
Agriculture, forestry, fishing, agricultural machinery
Aircraft and aeronautical equipment
Books and periodicals
Building, public works and construction equipment
Chemicals and allied industries, including plastics
Clothing
Display and shop equipment
Engineering, electrical and electronic, including radio and television
Engineering, other
Foodstuffs, food machinery, hotel and catering equipment
Footwear
Furniture, furnishings, household equipment and hardware
Gas and oil extraction and distribution including offshore activities
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Jewellery and giftware
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment
Other specialised fairs

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1974, the British Overseas Trade Board supported some 6,100 firms exhibiting at 318 trade fairs in 45 different countries, five British shopping weeks and 45 store promotions. In 1974, 181 outward missions were supported and some 2,100 firms were helped in that way.

Joint ventures

Under its Joint Venture Scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside Western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £4 per sq. m of space and shell stand occupied.

British pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside Western Europe, are also eligible for assistance similar to that given under the Joint Venture Scheme towards the costs of representatives' travel and of returning unsold exhibits.

Technical symposia

In certain circumstances British firms taking part in technical symposia organised in association with a trade association may be given support.

Information stands

At the more important trade fairs, especially in Western Europe, the BOTB provides an official Information Stand staffed by Diplomatic Service Commercial Officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre, Tokyo (see also page 24)

Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

British shopping weeks

These are organised by local authorities or Chambers of Commerce overseas with the help of Diplomatic Service Commercial Officers. The BOTB provides display material, arranges supporting events and helps individual stores to arrange special features.

Store promotions

Promotions of British goods involving a substantial volume of new buying are frequently put on by overseas department stores. The BOTB assists the store by providing display material and by arranging for special supporting features to be set out either wholly or partly at the store's expense.

Outward missions

Trade Missions to overseas markets are sponsored by a trade association, Chamber of Commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved Outward Missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward missions

The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

Section 1

Overseas Fairs, Symposia, British Export Marketing Centre Exhibitions (Tokyo), British Shopping Weeks, Store Promotions and Missions taking place with British Overseas Trade Board assistance.

General fairs—page **4** Specialised fairs and symposia—page **5**
British Export Marketing Centre exhibitions (Tokyo)—page **24**
British shopping weeks and store promotions—page **29**
Missions—page **29**

General fairs

1975

TEHRAN:
Iran/UK Financial Conference—10-11 October 1975
Sponsored by the Committee on Invisible Exports.
(J. A. Swinton, Ext. 7209)

HONG KONG:
British Engineering and Technology Exhibition—8-16 November 1975
All British Exhibition organised by the Department of Trade.
(P. A. Greig, Ext. 7099)
(Cut off date: passed)

CARACAS:
Committee on Invisible Exports Seminar—19-21 November 1975
(N. J. D. Robinson, Ext. 7011)

1976

FRANKFURT:
International Trade Fair (Spring)—22-26 February 1976
Joint ventures with:
(i) British Artmetal Manufacturers' Export Group.
(ii) British Ceramic Manufacturers' Federation.
(iii) British Jewellery and Giftware Federation.
(iv) Design Council.
(v) UK Cutlery and Silverware Manufacturers' Association.
(vi) Association of Musical Instrument Industries.
(vii) Piano Manufacturers' Association.
(viii) British Stationery and Office Products Federation.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

CAIRO:
Cairo International Fair—8-27 March 1976
British Pavilion organised by the Department of Trade.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

LEIPZIG
International Spring Fair—14-21 March 1976
Joint ventures with:
(i) Machine Tools Trade Association.
(ii) Scientific Instrument Manufacturers' Association.
(iii) London Building Centre.
(iv) Birmingham Chamber of Industry and Commerce.
(v) Association of Hydraulic Equipment Manufacturers.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

JEDDA:
Saudi International Trade and Industry Fair—15-29 March 1976
Information Stand organised by Department of Trade.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: not applicable)

BRNO:
International Consumer Goods Fair—3-11 April 1976
Possible joint venture with appropriate trade association.
(A. E. G. Reid, Ext. 7246)
(Cut off date: not yet arranged)

KUALA LUMPUR:
British Technology for Malaysia Exhibition—5-12 April 1976
All British Fair organised by Industrial and Trade Fairs International Ltd.
Contact: J. V. Legate, Tel. 021-705 6707, Telex 337073
(P. A. Greig, Ext. 7099)
(Cut off date: not yet arranged)

TEHRAN:
International Fair of Modern Technology—28 April-5 May 1976
The Department of Trade may organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: 24.10.75)

HANOVER:
Hanover Fair—28 April-6 May 1976
Official Information Office. Joint ventures with:
(i) Birmingham Chamber of Industry and Commerce.
(ii) Birmingham Engineering and Building Centre.
(iii) British Artmetal Manufacturers' Export Group.
(iv) British Ceramic Manufacturers' Federation.
(v) British Electrical and Allied Manufacturers' Association.
(vi) British Internal Combustion Engine Manufacturers' Association.
(vii) British Jewellery and Giftware Federation.
(viii) British Plastics Federation.
(ix) Business Equipment Trade Association.
(x) Electronic Components Centre GB Ltd.
(xi) Heating, Ventilating and Air Conditioning Association.
(xii) Lighting Industry Federation.
(xiii) Sira Institute.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

JOHANNESBURG:
Rand Show—28 April-8 May 1976
Joint venture with Birmingham Chamber of Commerce.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 18.11.75)

BARCELONA:
International Fair—1-10 May 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: not yet arranged)

BUDAPEST:
International Spring Fair—19-27 May 1976
The Department of Trade will organise a British Pavilion.
(A. E. G. Reid, Ext. 7246)
(Cut off date: passed)

POZNAN:
International Technical Goods Fair—13-22 June 1976
The Department of Trade may organise a British Pavilion at this event.
(D. C. Stewart, Ext. 7213)
(Cut off date: passed)

LISBON:
International Fair (Fil)—June 1976
Joint venture with Birmingham Engineering and Building Centre Ltd.
(R E Newton Ext 571)
(cut off date: 14.11.75)

TEL AVIV:
International Trade Fair (Consumer Goods)—June 1976
The Department of Trade will organise a British Pavilion at this event.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 19.12.75)

DAMASCUS:
International Trade Fair—July-August 1976
The Department of Trade may organise an Information Stand.
(G. A. Casburn, Ext. 602)
(Cut off date: not applicable)

FRANKFURT:
International Trade Fair (Autumn)—29 August-1 September 1976
Joint ventures with appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

HELSINKI:
International Trade Fair (Consumer Goods)—9-19 September 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

BUDAPEST:
3rd International Autumn Fair (Specialised Fair of Consumer Goods)—22-30 September 1976
The Department may organise official participation at this event.
(A. E. G. Reid, Ext. 7246)
(Cut off date: not yet arranged)

TEHRAN:
4th International Trade Fair—September 1976
The Department of Trade may organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

PLOVDIV:
International Trade Fair—September 1976
The Department of Trade may organise a British Pavilion at this event.
(M. Dempsey, Ext. 604)
(Cut off date: not yet arranged)

BAGHDAD:
International Trade Fair—October 1976
The Department of Trade may organise an Official Information Stand.
(G. A. Casburn, Ext. 602)
(Cut off date: not applicable)

1977

FRANKFURT:
International Trade Fair (Spring)—February 1977
Joint ventures with appropriate trade associations.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

BUDAPEST:
International Spring Fair—(Spring) 1977
The Department of Trade may organise official participation at this event.
(A. E. G. Reid, Ext. 7246)
(Cut off date: not yet arranged)

HANOVER:
Hanover Fair—April 1977
Official Information Office and joint ventures with appropriate trade associations.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

TEL AVIV:
International Trade Fair (Capital Goods) (Technology '77)—May 1977
The Department of Trade may organise a British Pavilion at this event.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: not yet arranged)

BARCELONA:
International Fair—June 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: not yet arranged)

LISBON:
International Fair (FIL)—June 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.76)

FRANKFURT:
International Trade Fair (Autumn)—August 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Specialised fairs and symposia

Agriculture, forestry, fishing and agricultural machinery

1976

HARRISBURG:
Pennsylvania Farm Show—5-9 January 1976
Joint venture with Agricultural Engineers' Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

TORONTO:
Farm and Industrial Equipment (Canada Farm Show)—27-30 January 1976
Joint venture with Agricultural Engineers' Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

PARIS:
International Agricultural Machinery Exhibition (SIMA)—7-14 March 1976
Joint venture with the Agricultural Engineers' Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

PARIS:
International Poultry Exhibition—7-14 March 1976
Joint venture with British Agricultural Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
International Agricultural Exhibition—7-14 March 1976
Joint venture with British Agricultural Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

REGGIO EMILIA:
Pig Fair—29 April-2 May 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.10.75)

FOGGIA:
Agricultural Fair—30 April-8 May 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.9.75)

ZARAGOZA:
International Agricultural Fair—April 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: not yet arranged)

MUNICH:
International Agricultural Exhibition (DLG)—21-27 May 1976
Joint ventures with:
(i) Agricultural Engineers Association.
(ii) British Agricultural Export Council.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

PORTO ALEGRE:
International Agricultural Show—August 1976
Joint venture with appropriate trade association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: not yet arranged)

VANCOUVER:
Forest Industries Equipment Exhibition—29 September-1 October 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 1.4.76)

1977

TORONTO:
Farm and Industrial Equipment Show (Canada Farm Show)—January 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 30.8.76)

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HARRISBURG:
Pennsylvania Farm Show—January 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 13.8.76)

PARIS:
International Agricultural Exhibition—March 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
International Poultry Exhibition—March 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

VERONA:
International Agricultural Fair—March 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext.571)
(Cut off date: 1.9.76)

PARIS:
International Agricultural Machinery Exhibition (SIMA)—March 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

ZARAGOZA:
International Agricultural Fair—April 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.10.76)

REGGIO EMILIA:
Pig Fair—April/May 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.10.76)

FOGGIA:
Agricultural Fair—April/May 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.9.76)

PLOVDIV:
Agricultural Machinery Exhibition—June 1977
Joint venture with appropriate trade association.
(M. Dempsey, Ext. 604)
(Cut off date: not yet arranged)

OTTAWA:
Forest Industries Equipment Exhibition—14-16 September 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: March 1977)

Aircraft and aeronautical equipment

1976

TOKYO: British Export Marketing Centre Aerospace Equipment Exhibition—6-10 April 1976
Sponsored by Society of British Aerospace Companies.
Contact: P. Kidson, Tel. 01-839 3231
(R. King, Ext. 7317)
(Cut off date: passed)

HANOVER:
International Air Show—1-9 May 1976
Joint venture with Society of British Aerospace Companies.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

1977

PARIS:
International Aeronautics and Space Exhibition—June 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

Books and periodicals

1975

BELGRADE:
International Book Fair—October-November 1975
Joint venture with the Book Development Council.
(A. E. G. Reid, Ext. 7246)
(Cut off date: passed)

1976

NEW DELHI:
World Book Fair—16-25 January 1976
Joint venture with Book Development Council.
(P. A. Greig, Ext. 7099)
(Cut off date: passed)

CAIRO:
International Book Fair—26 January-6 February 1976
Possible joint venture with the Book Development Council.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

BRUSSELS:
International Book Fair—13-21 March 1976
Joint venture with Book Development Council.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.11.75)

BOLOGNA:
International Book Fair for Children and Youth—8-11 April 1976
Joint venture with Book Development Council.
(R. E. Newton, Ext. 571)
(Cut off date: 17.11.75)

DENVER:
Special Libraries Association Conference—6-10 June 1976
Joint venture with Association of Learned and Professional Society of Publishers.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 16.12.75)

FRANKFURT:
International Book Fair—16-21 September 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

1977

BRUSSELS:
International Book Fair—March 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: not yet arranged)

BOLOGNA:
International Book Fair for Children and Youth—April 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.11.76)

JERUSALEM:
International Book Fair—April/May 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: not yet arranged)

NEW YORK:
Special Libraries Association Congress—5-9 June 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 1.12.76)

FRANKFURT:
International Book Fair—13-18 October 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

Building, public works and construction equipment

1975

CAIRO:
International Exhibition for Building Material and Equipment (Interbequip)—20-30 October 1975
Joint venture with Building Materials Export Group.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

PARIS:
International Building Exhibition (Batimat)—20-30 November 1975
Joint ventures with:
(i) Building Materials Export Group.
(ii) British Carpets Export Association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

1976

DALLAS:
National Association of Home Builders' Exposition—18-22 January 1976
Joint venture with Building Materials Export Group.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

MUNICH:
International Trade Exhibition of Building Materials, Structural Elements and Interior Finishing (BAU)—22-29 January 1976
Joint venture with Building Materials Export Group.
(Miss H. J. Archer, Ext. 7201)
(Cut of date: passed)

BRUSSELS:
International Building Materials and Accessories Exhibition (Batibouw) and European Heating, Air Conditioning and Ventilation Exhibition (Euroclima)—20-29 February 1976
Joint venture with the Building Materials Export Group.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

SINGAPORE:
International Building Exhibition—3-6 March 1976
Joint venture with Building Centre Group.
(P. A. Greig, Ext. 7099)
(Cut off date: passed)

ZAGREB:
International Building Exhibition—April 1976
Joint venture with appropriate trade association.
(A. E. G. Reid, Ext. 7246)
(Cut off date: not yet arranged)

PARIS:
10th International Public Works and Building Equipment Exhibition (Expomat)—14-23 May 1976
Joint venture with Federation of Manufacturers of Construction Equipment and Cranes.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

JOHANNESBURG:
International South African Building and Construction Exhibition—3-10 August 1976
Joint venture with Building Materials Export Group.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 3.2.76)

USSR:
Exhibition of Communal and Social Equipment (Interbytmash '76)—1-15 September 1976
The Department of Trade will organise a Pavilion at this event.
(D. C. Stewart, Ext. 7213)
(Cut off date: 29.2.76)

LAS VEGAS:
International Public Works Congress and Equipment Show—25-30 September 1976
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

MIAMI:
Prestressed Concrete Institute Convention and Exhibition—17-21 October 1976
Joint venture with Concrete Society.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 31.3.76)

BOLOGNA:
International Building Exhibition (SAIE)—October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.75)

TORONTO:
Construction Show—December 1976
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 30.4.76)

1977

DALLAS:
National Association of Home Builders' Exposition—23-27 January 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 31.7.76)

COPENHAGEN:
Building for Billions—18-27 February 1977
Joint venture with Building Materials Export Group.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

VERONA:
International Earth Moving and Construction Equipment Exhibition (Samoter)—February 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.6.76)

BRUSSELS:
International Building Materials and Accessories Exhibition (Batibouw)—February 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: not yet arranged)

MUNICH:
International Construction Machinery Fair (Bauma)—10-16 March 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

UTRECHT:
International Building Exhibition—March 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

USA:
Prestressed Concrete Institute Convention and Exhibition—September/October 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: not yet arranged)

BOLOGNA:
International Building Exhibition—October 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.12.76)

Chemicals and allied industries, including plastics

1975

NEW YORK:
Exposition of Chemical Industries—1-4 December 1975
Joint venture with Birmingham Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

1976

MUNICH:
International Trade Exhibition and Congress for Biochemical Analysis (Analytica)—9-13 April 1976
Joint venture with the Scientific Instruments Manufacturers' Association.
(B. G. Doyle, Ext. 690)
(Cut off date: 31.10.75)

MILAN:
International Plastics Exhibition (Milanplast)—20-26 June 1976
Joint venture with the British Plastics Federation.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

USSR:
Equipment for plating corrosion resistant coatings and non-metallic materials in Oil and Chemical Industry (Antikorrozhye Pokrytia)—16-26 September 1976
Possible joint venture with appropriate trade association.
(D. C. Stewart, Ext. 7213)
(Cut off date: 29.2.76)

TORONTO:
Canadian Chemical and Process Equipment Exhibition—13-15 October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.76)

SARAJEVO:
International Fair of Rubber, Plastics and Caoutchouc—November 1976
Joint venture with appropriate trade association.
(M. Dempsey, Ext. 604)
(Cut off date: not yet arranged)

UTRECHT:
International Plastics Exhibition (Macroplastic)—November 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

CHICAGO:
National Plastics Exposition—6-10 December 1976
Joint venture with the British Plastics Federation.
(J. W. Coupar, Ext. 7097)
(Cut off date: 21.11.75)

1977

HOUSTON:
Aiche Petrochemical and Refining Exhibition—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

BUDAPEST:
International Plastics Exhibition (Hungaroplast '77)—Spring 1977
Possible joint venture with appropriate trade association.
(A. E. G. Reid, Ext. 7246)
(Cut off date: not yet arranged)

NEW YORK:
Exposition of Chemical Industries—November 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext.7097)
(Cut off date: not yet arranged)

PARIS:
International Chemistry Exhibition (Interchimie)—5-10 December 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

Clothing

1975

NEW YORK:
National Outerwear and Sportswear Association Suppliers' Exhibition (NOSA)—26-29 October 1975
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: passed)

DUSSELDORF:
International Fashion Trade Fair (Igedo)—26-30 October 1975
Joint venture with Clothing Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1976

PARIS:
European Menswear Exhibition (Spring Session)—7-10 February 1976
Joint venture with the
(i) British Menswear Guild.
(ii) Clothing Export Council.
National Wool Textile Export Group Information Stand
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
Children's Fashionwear Exhibition—7-10 February 1976
Joint venture with National Children's Wear Association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

PARIS:
Knitting Industries Exhibition—7-10 February 1976
Joint venture with British Knitting Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

COPENHAGEN:
Men's Fashion Fair—15-17 February 1976
Joint ventures with:
(i) British Menswear Guild.
(ii) Clothing Export Council.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 15.11.75)

COLOGNE:
International Fair for the Child—12-14 March 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

COPENHAGEN:
International Fashion Fair—14-17 March 1976
Joint venture with Clothing Export Council.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 14.12.75)

NEW YORK:
European Fashion Fair—14-17 March 1976
Joint venture with British Knitting Export Council.
(L. Devine, Ext. 318)
(Cut off date: 19.12.75)

MUNICH:
International Fashion Week—28 March-1 April 1976
Joint venture with the Clothing Export Council.
(S. F. Morris, Ext. 7080)
(Cut off date: 31.10.75)

PARIS:
International Fur Exhibition (Fourrure)—3-7 April 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

BRNO:
International Consumer Goods Fair—3-11 April 1976
Possible joint venture with appropriate trade association.
(A. E. G. Reid, Ext. 7246)
(Cut off date: not yet arranged)

COPENHAGEN:
International Fashion Fair—12-15 September 1976
Joint venture with Clothing Export Council.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 12.6.76)

NEW YORK:
European Fashion Fair—19-22 September 1976
Joint venture with appropriate trade association.
(L. Devine, Ext. 318)
(Cut off date: 4.6.76)

PARIS:
European Menswear Exhibition (Autumn Session)—September 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
Children's Fashionwear Exhibition—September 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

MUNICH:
International Fashion Week—3-7 October 1976
Joint venture with Clothing Export Council.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

COLOGNE:
International Fair for the Child—October 1976
Joint venture with appropriate trade association.
(T. C. Webb, Ext. 7045)
(Cut off date: not yet arranged)

NEW YORK:
National Outerwear and Sportwear Association Supplies Exhibition (NOSA)—October 1976
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

1977

PARIS:
Knitting Industries Exhibition—February 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
European Menswear Exhibition (Spring Session) (SEHM)—February 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
Children's Fashionwear Exhibition—February 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

NEW YORK:
European Fashion Fair—March 1977
Joint venture with appropriate trade association.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

BRNO:
International Consumer Goods Fair—April 1977
Joint venture with appropriate trade association.
(A. E. G. Reid, Ext. 7246)
(Cut off date: not yet arranged)

NEW YORK:
European Fashion Fair—September 1977
Joint venture with appropriate trade association.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
European Menswear Exhibition (Autumn Session) (SEHM)—September 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
Children's Fashionwear Exhibition—September 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

NEW YORK:
National Outerwear and Sportswear Association Supplies Exhibition (NOSA)—October 1977
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

COLOGNE:
International Fair for the Child—October 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

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.....

Engineering, electrical and electronic, including radio and television

1975

VIENNA:
International Industrial Electronic Exhibition—22-25 October 1975
Joint venture with Electronic Engineering Association.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

ZURICH:
Semi-Conductor Equipment and Material Convention (Semicon-Europa)—3-5 November 1975
Joint venture with Electronic Engineering Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

STUTTGART:
International Electronics Packaging Convention and Exhibition (Internepcon/Europa '75)—11-13 November 1975
Joint venture with City of Westminster Chamber of Commerce.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

SAO PAULO:
First International Mechanical and Electro-Electronic Fair—20-30 November 1975
Joint venture with British Electrical and Allied Manufacturers' Association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

SVARKA:
'75 Leningrad (Welding)—21-30 November 1975
Joint venture with (BEAMA) British Electrical and Allied Manufacturers' Association.
(D. C. Stewart, Ext. 7213)
(Cut off date: passed)

1976

PARIS:
International Lighting Exhibition—15-20 January 1976
Joint venture with Decorative Lighting Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

TOKYO:
Internepcon—21-24 January 1976
Joint venture with Westminster Chamber of Commerce.
(R. King, Ext. 7317)
(Cut off date: passed)

CARACAS:
Symposium on Power Distribution with the British Electrical and Allied Manufacturers' Association—20-24 February 1976
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

ANAHEIM:
National Electronic Packaging and Production Conference and Exhibition—24-26 February 1976
Joint venture with the Westminster Chamber of Commerce.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

CHICAGO:
National Association of Broadcasters' Convention and Exhibition—21-24 March 1976
Joint venture with Electronic Engineering Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

HAMBURG:
Exhibition and Conference on Automatic Testing—23-26 March 1976
Joint venture with the Electronic Engineering Association.
(S. F. Morris, Ext. 7080)
(Cut off date: 31.10.75)

PARIS:
Exhibition of Electronic Components—5-10 April 1976
Joint venture with Electronics Components Board.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 13.1.76)

CANNES:
International Television Programme Market (MIP-TV)—25-30 April 1976
Joint venture with the Film Production Association of Great Britain.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: 20.2.76)

BOSTON:
Institute of Electrical and Electronic Engineers (Electro '76)—11-14 May 1976
Joint venture with Electronic Engineering Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 30.10.75)

BRUSSELS:
Computer, Peripheral, Small Computer and Systems Exhibition (Compec)—18-20 May 1976
Joint venture with the London Chamber of Commerce and Industry.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

NEW YORK:
National Computer Conference—7-10 June 1976
Joint venture with Business Equipment Trade Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 12.12.75)

MELBOURNE:
'Labtronex' Exhibition—7-11 June 1976
Joint venture with British Electrical and Allied Manufacturers Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.10.75)

MELBOURNE:
International Control Electronics Telecommunications, Instruments and Automation Exhibition (Cetia)—7-11 June 1976
Joint venture with British Electrical and Allied Manufacturers' Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.10.75)

CHICAGO:
Summer Consumer Electronics Show—13-16 June 1976
Joint venture with Federation of British Audio.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition—June 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.75)

TOKYO:
British Export Marketing Centre Audio Equipment Exhibition—31 August-4 September 1976
Sponsored by Federation of British Audio.
Contact: A. J. R. Terenzani
(Miss R. Allen, Ext. 360)
(Cut off date: 14.11.75)

JOHANNESBURG:
International Electra and Mining Exhibition—13-17 September 1976
Joint ventures with:
(i) British Electrical and Allied Manufacturers' Association.
(ii) London Chamber of Commerce.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 12.3.76)

DUSSELDORF:
Third International Hi-Fi Exhibition with Festival—24-29 September 1976
Joint venture with the Federation of British Audio.
(P. F. Aitken, Ext. 7203)
(Cut off date: 27.2.76)

ATLANTIC CITY:
IEEE Conference and Exposition on Underground Distribution—27 September-10 October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.76)

LOS ANGELES:
Western Electronic Show and Convention (Wescon)—September 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

HOUSTON:
Instrument Automation Conference and Exhibition (ISA)—11-14 October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

AMSTERDAM:
International Electronic Components Exhibition (Fiarex)—18-22 October 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 28.2.76)

BUDAPEST:
International Electronics Exhibition (MIPEL '76)—October 1976
Joint venture with appropriate trade association.
(A. E. G. Reid, Ext. 7246)
(Cut off date: not yet arranged)

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HELSINKI:
International Trade Fair (Main Theme Electrical Technology)—26-30 October 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

MILAN:
Instrumentation and Automation Exhibition (Bias)—23-27 November 1976
Joint venture with British Electrical and Allied Manufacturers' Association.
(R. E. Newton, Ext. 571)
(Cut off date: 15.2.76)

MUNICH:
International Trade Fair for Production in the Electronic Industry (Electronica)—25 November-1 December 1976
Joint venture with Electronics Components Board.
(B. G. Doyle, Ext. 690)
(Cut off date: 27.2.76)

1977

ANAHEIM:
National Electronic Packaging and Production Conference and Exhibition—February 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.7.76)

USA:
National Association of Broadcasters' Convention and Exhibition—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

NEW YORK:
Institute of Electrical and Electronic Engineers (Electro)—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.76)

PARIS:
Exhibition of Electronic Components—April 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

CANNES:
International Television Programme Market (MIP-TV)—April 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

MONTREUX:
International Television Equipment Exhibition—May 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 5.8.76)

SAN MATEO:
Semi-Conductor Equipment and Material Institute Convention (Semicon)—May 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.76)

DALLAS:
National Computer Conference—13-16 June 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 12.12.76)

CHICAGO:
Summer Consumer Electronics Show—June 1977
Joint venture with Federation of British Audio.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

NEW YORK:
National Electronic Packaging and Production Conference and Exhibition (Nepcon East)—June 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.76)

TORONTO:
International Electronics Exposition—September 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

BASLE:
International Exhibition of Industrial Electronics and Electrical Engineering (Ineltec)—September 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 30.9.76)

Engineering, other

1975

JOHANNESBURG:
Machine Tools and Production Engineers' Exhibition—20-24 October 1975
Joint venture with:
(i) Machine tool Trades Association.
(ii) Engineering Industries Association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

ZURICH:
International Trade Fair for High Precision Techniques Dimensional Measurement and Control (Microtecnic)—27 October-1 November 1975
Joint venture with Gauge and Tool Makers' Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre: Engineers' Small Tools and Hand Tools Exhibition—11-15 November 1975
Sponsored by the Federation of British Hand Tool Manufacturers.
(W. R. Eccles, Tel. 0742-663084)
(R. King, Ext. 7317)
(Cut off date: passed)

SAO PAULO:
First International Mechanical and Electro-Electronic Fair—20-30 November 1975
Joint venture with British Electrical and Allied Manufacturers' Association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

PARIS:
16th International Mechanical Handling Exhibition (Manutention)—2-10 December 1975
Joint venture with Mechanical Handling Engineers' Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

1976

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—8-11 March 1976
Joint venture with the Machine Tool Trades Association.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

NEW ORLEANS:
Gas Turbine Conference and Products Show—21-25 March 1976
Joint venture with British Electrical and Allied Manufacturers' Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

PRAGUE:
British Engineering Week—Spring 1976
Joint venture with the London Chamber of Commerce.
(A. E. G. Reid, Ext. 7246)
(Cut off date: not yet arranged)

CLEVELAND:
SME International Tool and Manufacturing Exposition and Engineering Conference—26-29 April 1976
Joint venture with the Machine Tool Trades Association.
(M. D. Seymour, Ext. 265)
(Cut off date: 7.11.75)

CHICAGO:
Design Engineering Show and Conference—10-13 May 1976
Joint venture with London Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

ST. LOUIS:
American Welding Society Annual Meeting and Welding Exposition—11-13 May 1976
Joint venture with Welding Institute.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

AMSTERDAM:
International Exhibition for Traffic Engineering (Intertraffic)—18-21 May 1976
Joint venture with British Electrical and Allied Manufacturers' Association Ltd.
(P. F. Aitken, Ext. 7203)
(Cut off date: 31.10.75)

BRUSSELS:
International Industrial Equipment Exhibition—20-26 May 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

MONTREAL:
Canadian Plant Engineering and Industrial Equipment Show—1-4 June 1976
Joint venture with Birmingham Engineering and Building Centre.
(M. D. Seymour, Ext. 265)
(Cut off date: 19.12.75)

BASLE:
2nd World Railways Engineering Exhibition—1-5 June 1976
Joint venture with London Chamber of Commerce.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

MILAN:
International Exhibition of Hydraulic, Pneumatic and Lubricating Apparatus (Fluid)—10-15 June 1976
Joint venture with the Association of Hydraulic Equipment Manufacturers.
(R. E. Newton, Ext. 571)
(Cut off date: 31.10.75)

TOKYO:
International Mechanical Handling Show—15-19 June 1976
Joint venture with appropriate trade association.
(Miss R. Allen, Ext. 360)
(Cut off date: not yet arranged)

FRANKFURT:
Chemical Engineering Exhibition and Congress (Achema)—20-26 June 1976
Joint ventures with:
(i) Process Plant Association.
(ii) Scientific Instrument Manufacturers' Association.
(iii) British Laboratory Ware Association Ltd., and possible assistance for stands of Government bodies.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

BASLE:
International Wire Exhibition—22-26 June 1976
Joint venture with Wire Machinery Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

PLOVDIV:
Metal Cutting Machines Exhibition—June 1976
Joint venture with appropriate trade association.
(M. Dempsey, Ext. 604)
(Cut off date: not yet arranged)

TOKYO:
British Export Marketing Centre: Pipes, Pipelines and Associated Equipment Exhibition—20-24 July 1976
Sponsored by Engineering Industries Association.
Contact: R. E. Scott, Tel. 01-863 9188
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

CHICAGO:
International Machine Tool Show (NMTBA)—8-17 September 1976
Joint venture with Machine Tool Trades Association.
(M. D. Seymour, Ext. 265)
(Cut off date: 12.11.75)

JOHANNESBURG:
International Electra and Mining Exhibition—13-17 September 1976
Joint ventures with:
(i) British Electrical and Allied Manufacturers' Association.
(ii) London Chamber of Commerce.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 12.3.76)

SYDNEY:
International Engineering Exhibition (AIEE '76)—13-18 September 1976
British Pavilion organised by the Department of Trade.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 28.11.75)

BRNO:
International Engineering Fair—15-23 September 1976
Possible joint venture with appropriate trade associations.
(A. E. G. Reid, Ext. 7246)
(Cut off date: not yet arranged)

TORONTO:
Expo Conference for the Weld Fabricating Industries—21-23 September 1976
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 30.3.76)

HAMBURG:
Ship and Machinery Exhibition—21-25 September 1976
Joint venture with the British Marine Equipment Council.
(S. F. Morris, Ext. 7080)
(Cut off date: 31.10.75)

CLEVELAND:
Hydraulics and Pneumatics Show—12-14 October 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 1.4.76)

FRANKFURT:
4th International Dairy Engineering Exhibition—12-16 October 1976
Joint venture with Process Plant Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 28.11.75)

JOHANNESBURG:
International Materials Handling and Physical Distribution—18-22 October 1976
Joint venture with appropriate trade association.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: not yet arranged)

TOKYO:
British Export Marketing Centre: Metal Finishing Equipment Exhibition—18-23 October 1976
Sponsored by Birmingham Engineering and Building Centre.
Contact: D. Perkins, Tel. 021-643 1914
(R. King, Ext. 7317)
(Cut off date: 12.12.75)

STOCKHOLM:
International Technical Fair—21-27 October 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 1.3.76)

UTRECHT:
International Mechanical Handling Exhibition (Invia)—October 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

OSAKA:
Japan International Machine Tool Fair (Jimtof)—October/November 1976
Joint venture with appropriate trade association.
(Miss R. Allen, Ext. 360)
(Cut off date: not yet arranged)

ZURICH:
International Hydraulics and Pneumatics Exhibition—1-6 November 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 31.12.75)

COPENHAGEN:
Components and Sub-Contract Exhibition (Industrikontact)—23-26 November 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

DUSSELDORF:
2nd International Trade Exhibition for Industrial Furnaces and Thermic Production Processes (Thermprocess '76)—30 November-4 December 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

GOTHENBURG:
Hydraulics, Pneumatics and Automation Trade Fair (Scanautomatik)—1-5 December 1976
Joint venture with Association of Hydraulic Equipment Manufacturers.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 30.12.75)

1977

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—March 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 30.9.76)

USA:
Gas Turbine Conference and Products Show—
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

STOCKHOLM:
International Transport and Mechanical Handling Trade Fair—April 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

PARIS:
International Hydraulics and Compressed Air Exhibition (Mecanelem)—April 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

USA:
SME International Tool and Manufacturing Exposition and Engineering Conference—April 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 31.10.76)

USA:
Design Engineering Show and Conference—April 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 15.10.76)

PHILADELPHIA:
American Welding Society Annual Meeting and Welding Exposition—26-28 May 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 31.10.76)

TORONTO:
National Industrial Production and Machine Tool Show—May 1977
Joint ventures with appropriate trade associations.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

PARIS:
International Design Engineering Exhibition and Congress (INOVA)—13-17 June 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

MUNICH:
International Exhibition of Brewery and Beverage Machinery (Interbrau)—9-16 September 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

HANOVER:
International Machine Tool Exhibition (IHA)—20-29 September 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

ESSEN:
Welding and Cutting Exhibition—21-28 September 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

BASLE:
International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (ILMAC)—27 September-1 October 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 15.11.76)

BRNO:
International Engineering Fair—September 1977
Joint venture with appropriate trade association.
(A. E. G. Reid, Ext. 7246)
(Cut off date: not yet arranged)

HELSINKI:
International Technical Fair—September 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

CHICAGO:
International Materials/Metalworking Congress and Exposition—17-20 October 1977
Joint venture with City of Westminster Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

STOCKHOLM:
International Technical Fair—October 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

USA:
Hydraulics and Pneumatics Show—October/November 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: May 1977)

ZURICH:
International Trade Fair for High Precision Techniques, Dimensional Measurement and Control (Microtechnic)—October-November 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.2.77)

Foodstuffs, food machinery, hotel and catering equipment

1975

UTRECHT:
International Exhibition of Machinery and Equipment for the Chemicals, Foodstuffs and Food and Drink Industries (Machevo)—20-25 October 1975
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

NEW YORK:
National Hotel/Motel Exposition—10-13 November 1975
Joint venture with London Chamber of Commerce.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

BASLE:
International Hotel and Catering Exhibition (IGEHO)—13-19 November 1975
Joint ventures with:
(i) London Chamber of Commerce.
(ii) British Furniture Manufacturers' Export Club.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

1976

AMSTERDAM:
International Hotel, Cafe and Restaurant Exhibition (Horecava)—5-8 January 1976
Joint venture with the London Chamber of Commerce and Industry.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

COLOGNE:
International Sweets and Biscuits Fair (ISM '76)—2-6 February 1976
Joint venture with the British Food Export Council.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

UTRECHT:
International Food Fair—16-20 February 1976
Joint venture with the British Food Export Council.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

BRNO:
International Food Salon (SALIMA)—18-25 February 1976
Possible joint venture with:
(i) British Food Export Council.
(ii) London Chamber of Commerce.
(A. E. G. Reid, Ext. 7246)
(Cut off date: passed)

TOKYO:
International Hotel and Restaurant Show—15-19 March 1976
Joint venture with London Chamber of Commerce.
(R. King, Ext. 7317)
(Cut off date: passed)

PRETORIA:
International Food and Allied Exposition—13-22 May 1976
Joint venture with British Food Export Council.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 14.11.75)

CHICAGO:
National Restaurant/Hotel/Motel Convention and Exhibition—22-26 May 1976
Joint venture with the London Chamber of Commerce.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—22-30 May 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 14.12.75)

DALLAS:
Annual Convention of the Supermarket Institute—May 1976
Joint venture with the British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

SYDNEY:
International Catering Trade Fair—4-8 July 1976
Joint ventures with the London Chamber of Commerce.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.10.75)

NEW YORK:
National Fancy Food and Confection Show—July 1976
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

GOTHENBURG:
Hotel and Restaurant Exhibition (Interfood and Interrest '76)—5-8 October 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 1.3.76)

FRANKFURT:
4th International Dairy Engineering Exhibition—12-16 October 1976
Joint venture with Process Plant Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 28.11.75)

USSR:
Machines and Equipment and Instruments for Food Canning and Wine Industries (Vinkon Scrmash '76)—14-24 October 1976
Possible joint venture with appropriate trade association.
(D. C. Stewart, Ext. 7213)
(Cut off date: 31.3.76)

PARIS:
International Hotel and Catering Equipment Exhibition (Equip' Hotel)—October 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
International Food Exhibition (SIAL)—15-20 November 1976
Joint venture with the British Food Export Council.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 31.1.76)

PARIS:
International Exhibition of Machinery and Techniques for the Meat Industry and Trade (MATIC)—15-22 November 1976
Joint venture with London Chamber of Commerce and Industry.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: 27.2.76)

BARCELONA:
Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel)—November/December 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 20.5.76)

1977

USA:
National Exposition for Food Processors—January 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

AMSTERDAM:
International Hotel/Cafe and Restaurant Exhibition (Horecava)—January 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

COLOGNE:
International Sweets and Biscuits Fair (ISM)—February 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

COPENHAGEN:
4th International Food Fair and Congress—29 March-3 April 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

MUNICH:
International Bakery Trade Fair (IBA)—7-15 May 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

DALLAS:
Annual Convention of the American Supermarket Institute—May 1977
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

CHICAGO:
National Restaurant/Hotel/Motel Convent.on and Exhibition—May 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: November 1976)

FRANKFURT:
International Meat Trade Fair (IFFA)—May 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—June 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 14.12.76)

CHICAGO:
National Fancy Food and Confection Show—August 1977
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

MUNICH:
International Exhibition of Brewery and Beverage Machinery (Interbrau)—9-16 September 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

ATLANTIC CITY:
American Baking Industry Exposition—8-13 October 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: April 1977)

USA:
International Brewing Industries Exhibition—October 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: not yet known)

MALMO:
8th International Hotel and Restaurant Show (Resta VIII)—October 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

BASLE:
International Hotel and Catering Exhibition (IGEHO)—November 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 16.12.76)

NEW YORK:
National Hotel/Motel Exposition—November 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: May 1977)

BARCELONA:
Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel)—November/December 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 17.5.77)

Footwear

1975

ATLANTIC CITY:
Footwear Manufacturing Conference Show—25-28 October 1975
Joint venture with Shoe and Allied Traders' Research Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

BUDAPEST:
International Exhibition of Machinery for Textile, Clothing, Leather, Shoe, Laundry and Cleaning Industries (Limexpo)—12-18 November 1975
Joint venture with London Chamber of Commerce.
(A. E. G. Reid, Ext. 7246)
(Cut off date: passed)

1976

BOLOGNA:
International Shoe and Leather Fair—6-9 March 1976
Joint ventures with:
(i) British Footwear Manufacturers' Federation.
(ii) Leather Institute.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

DUSSELDORF:
European Footwear Samples Display (GDS)—March 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

PIRMASENS:
International Fair for Footwear Manufacture (IMS)—14-18 May 1976
Joint ventures with:
(i) British Leather Federation.
(ii) Leicester and County Chamber of Commerce and Industry.
(iii) Shoe and Allies Trades Research Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

MONTREAL:
Footwear International Exposition—29-31 August 1976
Joint venture with the British Footwear Manufacturers' Federation.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—11-14 September 1976
Joint ventures with appropriate trade associations.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

DUSSELDORF:
European Footwear Samples Display (GDS)—September 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show (MICAM)—September 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.3.76)

1977

DUSSELDORF:
European Footwear Samples Display (GDS)—March 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

BOLOGNA:
International Shoe and Leather Fair—March 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.8.76)

MONTREAL:
International Footwear Exhibition—August 1977
Joint venture with the British Footwear Manufacturers' Federation.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—9-12 September 1977
Joint ventures with appropriate trade associations.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

DUSSELDORF:
European Footwear Samples Display (GDS)—September 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show (MICAM)—September 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.3.77)

Furniture, furnishings, household equipment and hardware

1975

HIGH POINT, N. CAROLINA:
High Point Southern Furniture Exhibition—23-31 October 1975
Joint venture with British Furniture Manufacturers' Export Club.
(L. Devine, Ext. 318)
(Cut off date: passed)

TORONTO:
National Interior Design Show—4-6 November 1975
Joint ventures with:
(i) British Carpets Export Association.
(ii) Contract Furnishing Association.
(M. J. Low, Ext, 7204)
(Cut off date: passed)

BRUSSELS:
International Furniture Show—10-16 November 1975
Joint venture with British Furniture Manufacturers' Export Club.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

1976

PARIS:
International Carpet and Floor Covering Exhibition—8-12 January 1976
Joint venture with the British Carpets Export Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

COLOGNE:
International Furniture Fair—20-25 January 1976
Joint venture with British Furniture Manufacturers' Federated Associations.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

TORONTO:
Canadian Hardware Show—8-11 February 1976
Joint venture with Hardware Manufacturers' Association.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

COLOGNE:
International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica)—12-15 February 1976
Joint ventures with:
(i) The Association of Manufacturers of Domestic Electrical Appliances.
(ii) The Birmingham Engineering and Building Centre Ltd.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

COLOGNE:
International Housewares Fair—14-17 February 1976
Joint ventures with:
(i) The Hardware Manufacturers' Association.
(ii) British Art Metal Manufacturers' Export Group.
(iii) UK Cutlery and Silverware Manufacturers' Association.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

COLOGNE:
International Hardware Fair—16-19 February 1976
Joint ventures with:
(i) The Hardware Manufacturers' Association.
(ii) Federation of British Hand Tool Manufacturers.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre: Carpet Exhibition—23-27 March 1976
Sponsored by British Carpets Export Association.
Contact: G. H. Davidson, Tel. 01-930 8711
(R. King, Ext. 7317)
(Cut off date: passed)

HIGH POINT, N. CAROLINA:
High Point Southern Furniture Exhibition—April 1976
Joint venture with British Furniture Manufacturers' Export Club.
(L. Devine, Ext. 318)
(Cut off date: passed)

MILAN:
Carpets and Furnishing Textiles Fair (STAR)—May 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.11.75)

SAN FRANCISCO:
Western Merchandise Mart—July 1976
Joint venture with British Furniture Manufacturers' Export Club.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

CHICAGO:
National Hardware Show—August 1976
Joint venture with:
(i) Hardware Manufacturers' Association.
(ii) Gardenex.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

MILAN:
International Furniture Fair—18-23 September 1976
Joint venture with British Furniture Manufacturers' Export Club Ltd.
(R. E. Newton, Ext. 571)
(Cut off date: 2.1.76)

PARIS:
International Hardware Exhibition—September 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

MILAN:
International Household Goods and Hardware Exhibition (MACEF)—September 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 2.2.76)

LYONS:
International Furniture and Furnishing Accessories Exhibition (Meuropam)—October 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

BRUSSELS:
International Furniture Show—10-15 November 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 2.4.76)

TORONTO:
National Interior Design Show—November 1976
Joint ventures with:
(i) British Carpets Export Association.
(ii) Contract Furnishing Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1977

PARIS:
International Furniture Exhibition—20-24 January 1977
Joint venture with British Furniture Manufacturers' Federated Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: 29.3.76)

PARIS:
International Carpet and Floor Covering Exhibition—January 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

TORONTO:
Canadian Hardware Show—February 1977
Joint venture with Hardware Manufacturers' Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

COLOGNE:
International Housewares Fair—February 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

COLOGNE:
International Hardware Fair—February 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

COLOGNE:
International Trade Fair for Large Household Apparatus and Electrical Appliances (Dometechnica)—March 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
Carpets and Furnishing Textiles Fair—May 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.11.76)

COLOGNE:
International Accessory, Machinery and Materials Fair for Furniture Production, Interior Decoration and Furnishing (Interzum)—June 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

CHICAGO:
National Hardware Show—August 1977
Joint ventures with:
(i) Hardware Manufacturers' Association.
(ii) Gardenex.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

PARIS:
International Hardware Trade Show (Quojem)—September 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

UTRECHT:
International Furniture Exhibition—September 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
International Household Goods and Hardware Exhibition (MACEF)—September 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 3.2.77)

LYONS:
International Furniture and Furnishing Accessories Exhibition (Meuropam)—October 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

DUBLIN:
Irish Hardware and Housewares Trade Fair—October 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 14.3.77)

TORONTO:
National Interior Design Show—November 1977
Joint ventures with:
(i) British Carpets Export Association.
(ii) Contract Furnishing Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

BRUSSELS:
International Furniture Show—November 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.4.77)

Gas and oil extraction and distribution including offshore activities

1976

SINGAPORE:
International Offshore Oil Exhibition and Technical Conference (Offshore South-East Asia)—17-20 February 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(P. A. Greig, Ext. 7099)
(Cut off date: passed)

AMSTERDAM:
European Exhibition for Petroleum Technology (Petrotech)—6-9 April 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

TULSA:
International Petroleum Exposition—16-22 May 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

HOUSTON, TEXAS:
8th Annual Offshore Technology Conference and Exposition—3-6 May 1976
Joint venture with Association of British Oceanic Industries.
(M. F. Moor, Ext. 7215)
(Cut off date: passed)

CALGARY:
National Petroleum Show—8-11 June 1976
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.11.75)

DUSSELDORF:
3rd International Congress and Exhibition for Marine Research and Marine Exploitation (Interocean)—15-19 June 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

STAVANGER:
"Offshore North Sea" Oil and Gas Exploitation Exhibition—21-24 September 1976
Joint venture with Association of British Oceanic Industries (Supported by the Council of British Manufacturers of Petroleum Equipment (CBMPE)).
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

Heating and ventilating

1976

TOKYO:
British Export Marketing Centre: Domestic Appliances—3-7 February 1976
Sponsored by Association of Domestic Electrical Appliances.
Contact: K. Hendley, Tel. 01-437 0678
(R. King, Ext. 7317)
(Cut off date: passed)

STUTTGART:
International Trade Fair for Oil and Gas Fired Heating and Air Conditioning (Intherm)—16-20 March 1976
Joint venture with Birmingham Engineering and Building Centre.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

HELSINKI:
International Building, Heating, Plumbing and Air Conditioning Exhibition—6-11 April 1976
Joint venture with Building Materials Export Group.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

PARIS:
International Heating, Refrigerating and Air Conditioning Exhibition (Interclima)—10-16 June 1976
Joint venture with Heating, Ventilating and Air Conditioning Association (HEVAC).
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

1977

CHICAGO:
International Air Conditioning, Heating, Refrigeration Exposition—14-17 February 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 1.8.76)

UTRECHT:
International Heating and Ventilating Exhibition —March 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
Exhibition and Congress for Heating, Ventilating, Refrigeration and Sanitary Engineering—March 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.5.76)

FRANKFURT:
9th International Sanitation Heating and Air Conditioning Exhibition (ISH)—March 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Horticulture and horticultural equipment

1976

PARIS:
Garden and Home Environment Exhibition—26 April-11 May 1976
Joint venture with Federation of Garden and Leisure Equipment Exporters Ltd.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

COLOGNE:
International Garden Trade Fair—September 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 30.3.76)

1977

COLOGNE:
International Garden Trade Fair—September 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

Hospital, medical, surgical and dental equipment

1975

ANAHEIM:
American Association for Respiratory Therapy Meeting and Exhibition—1-4 November 1975
Joint venture with British Hospitals Export Council.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—11-15 November 1975
Joint venture with British Hospitals Export Council.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

BANGKOK:
Asian Neurology Congress—16-21 November 1975
Joint venture with British Hospitals Export Council.
(P. A. Greig, Ext. 7099)
(Cut off date: passed)

DUSSELDORF:
7th Internation Exhibition and Congress on Diagnostics (Medica)—19-23 November 1975
Joint venture with the British Hospitals Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1976

HELSINKI:
Physicians' Day's Exhibition (Medicine '76)—4-9 January 1976
Joint venture with Association of the British Pharmaceutical Industry.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

MIAMI BEACH:
23rd Congress of the Association of Operating Room Nurses—7-12 March 1976
Joint venture with British Hospitals Export Council.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

LAGOS:
Medical Exhibition—1-5 April 1976
Joint venture with British Hospitals Export Council.
(M. A. Burrows, Ext. 7091)
(Cut off date: not yet arranged)

MEXICO CITY:
World Anaesthesiology Congress—24-30 April 1976
Joint venture with British Hospitals Export Council.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: 30.11.75)

PARIS:
International Exhibition of Optical Goods and Materials—20-24 May 1976
Joint venture with Federation of Manufacturing Opticians.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

CHICAGO:
International Society for Medical Technology Biennial Meeting and Exhibition—20-25 June 1976
Joint venture with British Hospitals Export Council.
(J. W. Coupar, Ext. 7097)
(Cut off date: 31.12.75)

AMSTERDAM:
7th European Congress of Cardiology—20-25 June 1976
Joint venture with British Hospitals Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

HAMBURG:
International Biochemical Congress and Exhibition (Biochemie '75)—25-31 July 1976
Joint venture with British Laboratory Ware Association Ltd.
(S. F. Morris, Ext. 7070)
(Cut off date: passed)

TEL AVIV:
International Hospital Equipment Exhibition (Expo-Medical)—September 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.2.76)

PRAGUE:
2nd European Congress and Clinical Chemistry (Clinichem)—3-8 October 1976
Joint venture with British Hospitals Export Council.
(A. E. G. Reid, Ext. 7246)
(Cut off date: 29.2.76)

SAN FRANCISCO:
American Society of Anaesthesiologists—9-13 October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: April 1976)

SYDNEY:
Hospital Equipment Exhibition—19-25 October 1976
Joint venture with British Hospitals Export Council.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.11.75)

VANCOUVER:
British Columbia Hospital Association—October 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.4.76)

TEHRAN:
International Fair of Medical Equipment (Iran-Med)—2-9 November 1976
Joint venture with appropriate trade association.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

STOCKHOLM:
Hospital '76—28 November-4 December 1976
Joint venture with the British Hospitals Export Council.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 1.1.76)

DUSSELDORF:
International Exhibition and Congress on Diagnostics (Medica)—November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1977

USA:
24th Congress of the Association of Operating Nurses—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.76)

DUSSELDORF:
20th International Dental Show—April 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—May 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 11.8.76)

BRUSSELS:
9th Internation Exhibition of Medical and Hospital Equipment—October 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.3.77)

DUSSELDORF:
International Exhibition and Congress on Diagnostics (Medica)—November 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Jewellery and giftware

1976

NEW YORK:
International Jewellery Trade Fair—8-11 February 1976
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: 10.11.75)

NEW YORK:
Gift Show—22-27 February 1976
Joint venture with the Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

BASLE:
Swiss Industries Fair (4th European Watch, Clock and Jewellery Fair)—24 April-3 May 1976
Joint ventures with:
(i) British Jewellery and Giftware Federation.
(ii) British Clock and Watch Manufacturers' Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

PARIS:
The Business Gifts Fair—June 1976
Joint venture with British Premium Merchandise Association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: 30.12.75)

NEW YORK:
International Jewellery Trade Fair—July 1976
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

LOS ANGELES:
Pacific Jewellery Show—21-23 August 1976
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
Gift Show—August 1976
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1977

NEW YORK:
Gift Show—February 1977
Joint venture with the Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
International Jewellery Trade Fair—February 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

BASLE:
Swiss Industries Fair (5th European Watch, Clock and Jewellery Fair)—23 April-2 May 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 15.6.76)

PARIS:
The Business Gifts Fair—April 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

NEW YORK:
International Jewellery Trade Show—July 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
Gift Show—August 1977
Joint venture with Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

LOS ANGELES:
Pacific Jewellery Show—August 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

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Laundry and allied services

1975

BUDAPEST:
International Exhibition of Machinery for Textile, Clothing, Leather, Shoe, Laundry and Cleaning Industries (Lhexpo)—12-18 November 1975
Joint venture with London Chamber of Commerce.
(A. E. G. Reid, Ext. 7246)
(Cut off date: passed)

1977

PARIS:
International Laundry, Dyeing and Dry Cleaning Machinery Exhibition—November 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

Leather, leather goods and fur

1976

OFFENBACH:
International Leather Goods Fair—21-25 February 1976
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

NEW YORK:
Leather and Allied Industries Exposition—9-10 March 1976
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: 28.11.75)

FRANKFURT:
International Fur Fair—7-11 April 1976
Joint venture with the British Fur Trade Association.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

PIRMASENS:
International Fair for Footwear Manufacture (IMS)—14-18 May 1976
Joint ventures with:
(i) British Leather Federation.
(ii) Leicester and County Chamber of Commerce and Industry.
(iii) Shoe and Allied Trades Research Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

PARIS:
International Leather Week—11-14 September 1976
Joint ventures with appropriate trade associations.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show (MICAM)—September 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.3.76)

1977

FRANKFURT:
International Fur Fair—April 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

NEW YORK:
Leather and Allied Industries Exposition—April 1977
Joint venture with the Leather Institute.
(L. Devine, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
International Leather Week—9-12 September 1977
Joint ventures with appropriate trade associations.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show (MICAM)—September 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 31.3.77)

Motor vehicles, motor cycles and cycles

1975

CHICAGO:
Automotive Parts and Accessories Association (APAA) Show—18-20 November 1975
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

MILAN:
International Cycle and Motor Cycle Exhibition—22-30 November 1975
Joint venture with Cycle and Motor Cycle Association Service Company Ltd.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

1976

ANAHEIM:
Motor Cycle and Accessory Trade Show—16-18 January 1976
Joint venture with the Cycle and Motor Cycle Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

SALZBURG:
International Trade Exhibition for Spare Accessories, Tools, Workshop and Service Station Equipment (Auto-Zum)—22-25 January 1976
Joint venture with the Society of Motor Manufacturers and Traders.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

MONTREAL:
International Motor Show—January 1976
Joint venture with the Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 15.12.75)

NEW YORK:
International Cycle Show—15-17 February 1976
Joint venture with the Cycle and Motor Cycle Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

DETROIT:
Society of Automotive Engineers' Exposition and Congress (SAE)—23-26 February 1976
Joint venture with the Society of Motor Manufacturers and Traders.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

MALMO:
Motor Show—28 February-7 March 1976
Joint venture with Society of Motor Manufacturers and Traders.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 24.10.75)

CHICAGO:
Automobile Show—February 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 1.1.76)

TORONTO:
Toronto Automobile Show—February 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 10.1.76)

AMSTERDAM:
International Commercial Vehicle Exhibition—February 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(P. F. Aitken, Ext. 7203)
(Cut off date: 2.1.76)

GENEVA:
International Motor Show (Accessory Manufacturers and Specialist Car Manufacturers)—11-21 March 1976
Joint venture with the Society of Motor Manufacturers and Traders Ltd.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

LOS ANGELES:
Imported Automobile Show—May 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

CHICAGO:
International Truck and Equipment (Truckweek '76)—24-26 June 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 1.12.75)

FRANKFURT:
International Exhibition of Autombile, Workshop and Garage Equipment (Automechanika)—25-29 September 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

COLOGNE:
International Bicycle and Motor Cycle Exhibition (IFMA)—September 1976
Joint venture with the Cycle and Motor Cycle Association.
(T. G. Webb, Ext. 7045)
(Cut off date: 15.12.75)

LAS VEGAS:
Automotive Parts and Accessories Association (APAA) Show—19-21 October 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 1.5.76)

PARIS:
International Motor Exhibition—October 1976
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

TURIN:
International Motor Show (Accessories)—November 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 28.2.76)

1977

MONTREAL:
International Motor Show—January 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 15.12.76)

ANAHEIM:
Motor Cycle and Accessory Trade Show—January 1977
Joint venture with Cycle and Motor Cycle Association Service Company Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

NEW YORK:
International Cycle Show—February 1977
Joint venture with Cycle and Motor Cycle Association Service Company Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

TORONTO:
Toronto Automobile Show—February 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 10.1.77)

CHICAGO:
Automobile Show—February 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 1.1.77)

DETROIT:
Society of Automotive Engineers' Exposition and Congress (SAE)—February 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 31.7.76)

ZURICH:
International Cycle and Motor Cycle Exhibition —February/March 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext.7092)
(Cut off date: 3.6.76)

GOTHENBURG:
International Trade Fair for Garages and Car Repair (AUTO '77)—March 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

GENEVA:
International Motor Show (Car and Accessory Manufacturers)—March 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 20.8.76)

MALMO:
Motor Show—March 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

LOS ANGELES:
Imported Automobile Show—May 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: 1.4.77)

FRANKFURT:
International Motor Show—8-18 September 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

CHICAGO:
Automotive Parts and Accessories Association (APAA) Show—November 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: May 1977)

MILAN:
International Cycle and Motor Cycle Exhibition —November 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.5.77)

Music and musical instruments

1976

CANNES:
International Record and Music Publishing Market (MIDEM)—17-23 January 1976
Joint venture with:
(i) Music Publishers' Association.
(ii) British Phonographic Industries Ltd.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

1977

CANNES:
International Record and Music Publishing Market (MIDEM)—January 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

Office machinery and equipment

1975

ZAGREB:
International Office Machinery and Equipment Exhibition (Interbiro)—20-25 October 1975
Joint venture with Business Equipment Trade Association.
(M. Dempsey, Ext. 604)
(Cut off date: passed)

MUNICH:
International Congress and Exhibition for Computer Systems and their Application (Systems '75)—27-31 October 1975
Joint venture with Business Equipment Trade Association.
(B. G. Doyle Ext. 690)
(Cut off date: passed)

1976

STOCKHOLM:
Data Kontor '76—29 September-6 October 1976
Joint venture with Business Equipment Trade Association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 1.2.76)

AMSTERDAM:
International Office Machinery and Equipment Exhibition (Efficiency Beurs '76)—29 September-7 October 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

PARIS:
International Business Machines and Office Equipment (SICOB)—September 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

BRUSSELS:
21st International Fair of Office Equipment and Data Processing (Bureau)—September 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 18.2.76)

NEW YORK:
Exposition and Conference (INFO '76)—September 1976
Joint venture with Business Equipment Trade Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: March 1976)

HELSINKI:
Business Equipment Exhibition (KT '76)—5-11 October 1976
Joint venture with Business Equipment Trade Association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 16.2.76)

CHICAGO:
National Office Products Association Show—9-12 October 1976
Joint venture with Business Equipment Trade Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 1.4.76)

ZAGREB:
International Office Machinery and Equipment Exhibition (Interbiro)—October 1976
Possible joint venture with Business Equipment Trade Association.
(M. Dempsey, Ext. 604)
(Cut off date: 28.2.76)

1977

NEW YORK:
Exposition and Conference (INFO '77)—September 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: March 1977)

PARIS:
International Business Machines and Office Equipment (SICOB)—September 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

MUNICH:
International Congress and Exhibition for Computer Systems and their Application (Systems '77)—17-21 October 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

CHICAGO:
National Office Products Association Show—October 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut of date: April 1977)

Packaging machinery and materials, including containers

1975

COPENHAGEN:
'Pak Tek' Packaging Exhibition—24-29 October 1975
Joint venture with Institute of Packaging.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

1976

UTRECHT:
International Packaging Exhibition (Macropak) —10-15 May 1976
Joint venture with Institute of Packaging.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

SYDNEY:
Packaging and Printing Exhibition (Pakprint '76)—31 May-4 June 1976
Joint venture with British Printing Machinery Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

JOHANNESBURG:
International Plastics and Printing Exhibition—15-19 June 1976
Joint venture with British Plastics Federation.
(Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 8.12.75)

TEHRAN:
International Fair of Packaging (Iran-Pack)—23-28 June 1976
Joint venture with appropriate trade association.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

TOKYO:
Tokyo Pack '76 (The 6th Tokyo International Packaging Exhibition)—3-8 September 1976
Joint venture with Institute of Packaging.
(R. King, Ext. 7317)
(Cut off date: 5.12.75)

GOTHENBURG:
International Packaging Exhibition (Scanpack)—19-24 October 1976
Joint venture with Institute of Packaging.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 15.12.75)

CHICAGO:
Packaging/Converting Machinery Show (PMMI)—25-29 October 1976
Joint venture with Institute of Packaging.
(M. D. Seymour, Ext. 265)
(Cut off date: 30.11.75)

PARIS:
International Packaging Exhibition—15-20 November 1976
Joint venture with Institute of Packaging.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: 31.10.75)

Photographic equipment

1975

PARIS:
International Photographic, Cinema and Optical Exhibition—8-16 November 1975
Joint venture with British Photographic Export Group.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

1976

TOKYO:
British Export Marketing Centre: Photographic Equipment Exhibition—2-6 March 1976
Sponsored by British Photographic Export Group.
(R. Saunders, Tel. 89 33372)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

CHICAGO:
National Microfilm Association Annual Convention Exposition—27-30 April 1976
Joint venture with Business Equipment Trade Association.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre: Processing and Enlarging Equipment—18-22 May 1976
Sponsored by British Photographic Export Group.
(R. Saunders, Tel. 89 33372)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

HELSINKI:
Congress and Exhibition of Photogrammetry—11-23 July 1976
Joint venture with British Photographic Manufacturers' Association Ltd.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

COLOGNE:
World Fair of Photography (Photokina)—September/October 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 30.11.75)

1977

USA:
National Microfilm Association Annual Convention Exposition—May 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: 15.11.76)

PARIS:
International Photographic, Cinema and Optical Exhibition—November 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

Pottery and glassware

1976

ATLANTIC CITY:
China and Glass Show—4-8 January 1976
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

1977

ATLANTIC CITY:
China and Glass Show—January 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

Printing, stationery and printing machinery

1976

TORONTO:
Canadian Graphic Arts Show—14-17 May 1976
Joint venture with British Printing Machinery Association.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

SYDNEY:
Packaging and Printing Exhibition (Pakprint '76)—31 May-4 June 1976
Joint venture with British Printing Machinery Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

NEW YORK:
Stationery Show—May 1976
Joint venture with British Stationery and Office Products Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1977

ZAGREB:
International Fair of Printing and Paper Industry (Intergrafika)—March 1977
Joint venture with appropriate trade association.
(M. Dempsey, Ext. 604)
(Cut off date: not yet arranged)

NEW YORK:
Stationery Show—May 1977
Joint venture with British Stationery and Office Products Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

DUSSELDORF:
International Printing Machinery Exhibition (Drupa '77)—3-16 June 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Scientific instruments and nuclear equipment

1975

MOSCOW:
Exhibition of Equipment for Geology, Geophysics and Cartography—21-30 November 1975
Joint venture with Scientific Instrument Manufacturers' Association.
(D. C. Stewart, Ext. 7213)
(Cut off date: passed)

MOSCOW:
Exhibition of Instruments for Research in Physics—25 November-3 December 1975
Joint venture with Scientific Instrument Manufacturers' Association.
(D. C. Stewart, Ext. 7213)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre: Electro-Optics and Laser Equipment Exhibition—2-6 December 1975
Sponsored by the Sira Institute.
(W. A. Seatherton, Tel. 01-467 2636)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

1976

TOKYO:
International Security and Safety Exhibition—Early March 1976
Joint venture with London Chamber of Commerce.
(R. King, Ext. 7317)
(Cut off date: passed)

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy—1-5 March 1976
Joint venture with Scientific Instrument Manufacturers' Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

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MUNICH:
International Trade Exhibition and Congress for Biochemical Analysis (Analytica)—9-13 April 1976
Joint venture with the Scientific Instruments Manufacturers' Association.
(B. G. Doyle, Ext. 690)
(Cut off date: 31.10.75)

ATLANTIC CITY:
Federation of American Societies of Experimental Biology Exhibition and Conference—12-15 April 1976
Joint venture with Scientific Instrument Manufacturers' Association.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

PARIS:
International Exhibition of Measurement Control Regulation and Automation (Mesucora)—10-17 June 1976
Joint venture with SIRA Institute Ltd.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

FRANKFURT:
Chemical Engineering Exhibition and Congress (Achema)—20-26 June 1976
Joint ventures with:
(i) Process Plant Association.
(ii) Scientific Instrument Manufacturers' Association.
(iii) British Laboratory Ware Association Ltd.
and possible assistance for stands of Government bodies.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

CANNES:
8th International Conference on Non-Destructive Testing—6-11 September 1976
Joint venture with Non-Destructive Testing Society of Great Britain.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

GENEVA:
European Electro-Optics Markets and Technology Conference and Exhibition—5-8 October 1976
Joint venture with SIRA Institute.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.12.75)

GENEVA:
British Exhibition of Measurement, Control and Automation Equipment at CERN—11-15 October 1976
Joint venture with British Electrical and Allied Manufacturers' Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 15.4.76)

ANAHEIM:
Electro-Optical Systems Design Conference and Exhibition—November 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.75)

1977

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.9.76)

ATLANTIC CITY:
Federation of American Societies of Experimental Biology Exhibition and Conference—3-8 May 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.10.76)

MUNICH:
Exhibition for Electro-Optical Systems and their Application in Industry and Research (Laser '77)—7-10 June 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext.7080)
(Cut off date: not yet arranged)

ANAHEIM:
Electro-Optical Systems Design Conference and Exhibition—November 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.12.76)

PARIS:
Laboratory Exhibition—December 1977
Joint venture with British Laboratory Ware Association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: 14.2.77)

Ships and boats

1975

HAMBURG:
Emtec and International Boat Show—16-26 October 1975
Joint venture with Ship and Boat Builders' National Federation.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

LONG BEACH:
SCMA Sail Boat Show—17-26 October 1975
Joint venture with Ship and Boat Builders' National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

GENOA:
International Boat Show—17-27 October 1975
Joint venture with Ship and Boat Builders' National Federation.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

COPENHAGEN:
Boat Show—8-16 November 1975
Joint venture with Ship and Boat Builders' National Federation.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

AMSTERDAM:
International Shipbuilding, Marine Engine and Port Equipment Exhibition (Europort)—11-15 November 1975
Joint venture with British Marine Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1976

TORONTO:
International Boat Show—8-18 January 1976
Joint venture with Ship and Boat Builders' National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

PARIS:
International Pleasure Boat Exhibition—15-26 January 1976
Joint venture with Ship and Boat Builders' National Federation.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: passed)

DUSSELDORF:
International Boat Show—24 January-1 February 1976
Joint venture with Ship and Boat Builders' National Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

GOTHENBURG:
International Boat Show—13-22 February 1976
Joint venture with Ship and Boat Builders' National Federation.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

STOCKHOLM:
International Boat Show—26 February-7 March 1976
Joint venture with Ship and Boat Builders' National Federation.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

AMSTERDAM:
Powerboat Show (HISWA)—8-14 March 1976
Joint venture with Ship and Boat Builders' National Federation.
(P. D. Aitken, Ext. 7203)
(Cut off date: passed)

AMSTERDAM:
Sailboat Show (HISWA)—20-25 March 1976
Joint venture with Ship and Boat Builders' National Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

TOKYO:
International Boat Show—March/April 1976
Joint venture with Ship and Boat Builders' National Federation.
(R. King, Ext. 7317)
(Cut off date: 20.11.75)

ATHENS:
International Shipping Exhibition (Posidonia)—7-12 June 1976
Joint ventures with:
(i) Shipbuilders' and Repairers' National Association.
(ii) British Marine Equipment Council.
(R. E. Newton, Ext. 571)
(Cut off date: passed)

HAMBURG:
Ship and Machinery Exhibition—21-25 September 1976
Joint venture with the British Marine Equipment Council.
(S. F. Morris, Ext. 7080)
(Cut off date: 31.10.75)

CHICAGO:
Marine Trades Exhibition and Conference—September 1976
Joint venture with Ship and Boat Builders' National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

HAMBURG:
EMTEC and International Boat Show—14-24 October 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

ANNAPOLIS:
United States Sailboat Show—October 1976
Joint venture with Ship and Boat Builders' National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

LONG BEACH:
SCMA Sailboat Show—October 1976
Joint venture with Ship and Boat Builders' National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

GENOA:
International Boat Show—October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.3.76)

COPENHAGEN:
Boat Show—6-14 November 1976
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 5.4.76)

AMSTERDAM:
International Shipbuilding, Marine Equipment and Port Equipment Exhibition (Europort)—9-13 November 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 5.4.76)

1977

TORONTO:
International Boat Show—January 1977
Joint venture with Ship and Boat Builders' National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

PARIS:
International Pleasure Boat Exhibition—January 1977
Joint venture with appropriate trade association.
(Miss D. M. Wilmot, Ext. 7211)
(Cut off date: not yet arranged)

DUSSELDORF:
International Boat Show—January 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

GOTHENBURG:
International Boat Show—February-March 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

STOCKHOLM:
International Boat Show—March 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: not yet arranged)

AMSTERDAM:
Sailboat Show (HISWA)—March 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

AMSTERDAM:
Powerboat Show (HISWA)—March 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

OSLO:
International Shipping Exhibition (Nor Shipping '77)—9-14 May 1977
Joint venture with appropriate trade association.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 1.10.76)

CHICAGO:
Marine Trades Exhibition and Conference—September 1977
Joint venture with Ship and Boat Builders' National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

ANNAPOLIS:
United States Sailboat Show—October 1977
Joint venture with Ship and Boat Builders' National Federation.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

GENOA:
International Boat Show—October 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.3.77)

HAMBURG:
EMETEC and International Boat Show—October 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

AMSTERDAM:
International Shipbuilding, Marine Equipment and Port Equipment Exhibition (Europort)—November 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Sports goods and camping equipment, including caravans

1975

COLOGNE:
International Exhibition of Sports Facilities and Swimming Pools—5-8 November 1975
Joint venture with the Building Centre Ltd.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

AMSTERDAM:
Caravan Exhibition—11-17 December 1975
Joint venture with the National Caravan Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1976

CHICAGO:
National Sporting Goods Association Show—5-8 February 1976
Joint ventures with:
(i) The Federation of British Manufacturers of Sports and Games.
(ii) The Camping Trades Association of Great Britain Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

DAKAR:
1st African Educational Materials Exhibition (Didafrica '76)—7-12 February 1976
Joint ventures with:
(i) Industrial Council for Educational and Training Technology.
(ii) British Educational Equipment Association.
(M. A. Burrows, Ext. 7091)
(Cut off date: passed)

SYDNEY:
International Toy and Sporting Goods Trade Fair—7-10 March 1976
Joint venture with British Toy Manufacturers' Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA)—September 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 28.2.76)

1977

HOUSTON:
National Sporting Goods Association Show—February 1977
Joint ventures with:
(i) Federation of British Manufacturers of Sports and Games.
(ii) Camping Trades Association of Great Britain Ltd.
(C. J. Wareing, Ext. 7242)
(Cut off date: not yet arranged)

ESSEN:
International Exhibition for Horse Sports, Leisure Time Riding and Horsekeeping (Equitana '77)—2-7 March 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA)—September 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

Textiles and textile machinery

1975

BUDAPEST:
International Exhibition of Machinery for Textile, Clothing, Leather, Shoe, Laundry and Cleaning Industries (Limexpo)—12-18 November 1975
Joint venture with London Chamber of Commerce.
(A. E. G. Reid, Ext. 7246)
(Cut off date: passed)

FRANKFURT:
International Textile for Clothing Exhibition (Interstoff)—18-21 November 1975
Joint venture with National Wool Textile Export Corporation.
(B. G. Doyle, Ext. 690)
(Cut off date: passed)

1976

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—14-18 January 1976
Joint ventures with:
(i) British Carpets Export Association.
(ii) National Wool Textile Export Corporation.
(iii) Irish Linen Guild.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

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FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—11-14 May 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

MOSCOW:
Equipment and Technology in Light Industry (Inlegmash)—28 May-8 June 1976
Joint venture with British Textile Machinery Organisation.
(D. C. Stewart, Ext. 7213)
(Cut off date: passed)

OSAKA:
Fourth International Exhibition of Textile Machinery (Otemas)—27 September-6 October 1976
Joint venture with appropriate trade association.
(Miss R. Allen, Ext. 360)
(Cut off date: not yet arranged)

GREENVILLE:
Textile Machinery Show (ATME-1)—21-29 October 1976
Joint venture with British Textile Machinery Organisation.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 4.1.76)

COLOGNE:
International Fair of Clothing Machines (IMB)—3-7 November 1976
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: 30.4.76)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—November 1976
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

1977

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—January 1977
Joint ventures with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

ATLANTIC CITY:
Knitting Arts Exhibition—25-30 April 1977
Joint venture with British Textile Machinery Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 31.10.76)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—May 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

SAO PAULO:
Textile Machinery and Equipment Exhibition (FENIT)—10-18 September 1977
Joint venture with appropriate trade association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: not yet arranged)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—November 1977
Joint venture with appropriate trade association.
(B. G. Doyle, Ext. 690)
(Cut off date: not yet arranged)

Toys and games

1976

NUREMBERG:
International Toy Fair—7-13 February 1976
Joint venture with British Toy Manufacturers' Association.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

NEW YORK:
American Toy Fair—22-25 February 1976
Joint venture with the British Toy Manufacturers' Association.
(C. J. Wareing, Ext. 7242)
(Cut off date: passed)

SYDNEY:
International Toy and Sporting Goods Trade Fair—7-10 March 1976
Joint venture with British Toy Manufacturers' Association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

1977

NUREMBERG:
International Toy Fair—February 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

NEW YORK:
American Toy Fair—February 1977
Joint venture with British Toy Manufacturers' Association.
(C. J. Wareing, Ext.7242)
(Cut off date: not yet arranged)

Watches and clocks

1976

BASLE:
Swiss Industries Fair (4th European Watch, Clock and Jewellery Fair)—24 April-3 May 1976
Joint ventures with:
(i) British Jewellery and Giftware Federation.
(ii) Britich Clock and Watch Manufacturers' Association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

1977

BASLE:
Swiss Industries Fair (5th European Watch, Clock and Jewellery Fair)—23 April-2 May 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 15.6.76)

Water, effluent and air treatment plant, including anti-pollution, cleaning and refuse disposal equipment

1975

UTRECHT:
International Trade Fair for Environmental Control Techniques (Milieu)—20-25 October 1975
Joint venture with London Chamber of Commerce.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

1976

TOKYO:
Anti-Pollution Exhibition—15-20 March 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(Contact: T. A. Jackson, Tel. 021-455 9600)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

BRNO:
Autoprogress Exhibition—1-6 June 1976
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(A. E. G. Reid, Ext. 7246)
(Cut off date: not yet arranged)

AMSTERDAM:
International Exhibition for the Treatment, Storage and Use of Water (Aquatech)—13-17 September 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: 9.1.76)

MILAN:
Anti-Pollution Exhibition—October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 30.4.76)

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan)—November 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.76)

1977

DUSSELDORF:
International Exhibition for Environmental Protection and Environmental Technique (Envitek)—7-12 February 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

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AMSTERDAM:
International Cleaning and Maintenance Exhibition (Interclean)—April 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

TORONTO:
Pollution Control Show—April 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 30.11.76)

TORONTO:
70th Annual Meeting and Exhibition of the Air Pollution Control Association—20-23 June 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: December 1976)

USA:
13th Annual Convention of the Solid Waste Management Association—June 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: January 1977)

BASLE:
International Water, Sewage and Air Purification Exhibition (Pro-Aqua)—June 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.10.76)

AMSTERDAM:
International Exhibition for the Treatment, Storage and Use of Water (Aquatech)—September 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

UTRECHT:
International Trade Fair for Environmental Control Techniques (Milieu)—October 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
Industrial Cleaning, Maintenance and Sanitation Exhibition (Pulisan)—November 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.4.77)

Other specialised fairs

1975

NANTES:
5th International Market for European Sub-Contracting (Midest)—20-24 October 1975
Joint venture with Birmingham Chamber of Industry and Commerce.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: passed)

COLOGNE:
International Art Dealers' Fair (IKM '75)—6-10 November 1975
Joint venture with Fine Arts and Antiques Export Committee.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition and Congress—12-15 November 1975
Joint venture with the London Chamber of Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

SYDNEY:
International Exhibition of Metallic Corrosion (Held in Conjunction with 6th International Congress of Metallic Corrosion)—3-6 December 1975
Joint venture with London Chamber of Commerce.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

1976

DUSSELDORF:
International Samples Display for Contemporary Design and Display (Design)—21-25 February 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

DUSSELDORF:
International Product Innovation Conference and Exhibition (PRO IN '76)—21-25 February 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

TORONTO:
Canadian Education Showplace—2-4 March 1976
Joint venture with Industrial Council for Educational Training and Technology.
(J. W. Coupar, Ext. 7097)
(Cut off date: passed)

UTRECHT:
VAT Subcontractors' Exhibition—22-27 March 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(T. G. Webb, Ext. 7045)
(Cut off date: passed)

HAMBURG:
Exhibition and Conference on Automatic Testing—23-26 March 1976
Joint venture with the Electronic Engineering Association.
(S. F. Morris, Ext. 7080)
(Cut off date: 31.10.75)

BASLE:
European Educational Materials Exhibition (Didacta)—23-27 March 1976
Joint ventures with:
(i) British Educational Equipment Association.
(ii) Book Development Council.
(iii) Industrial Council for Educational and Training Technology.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: passed)

CHICAGO:
National Materials Handling Show—5-8 April 1976
Joint venture with the London Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

AMSTERDAM:
International Exhibition for the Non-Woven Fabrics and Disposable Softgoods Industries (Index '76)—6-9 April 1976
Joint venture with London Chamber of Commerce and Industry.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

CINCINNATI:
American Ceramic Society—3-5 May 1976
Joint venture with the British Ceramic Plant and Machinery Manufacturers' Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

DETROIT:
American Mining Congress and Coal Show—10-13 May 1976
Joint venture with Association of British Mining Equipment Exporters.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

WIESBADEN:
International Pet Trades Fair—14-16 May 1976
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 19.9.75)

HOUSTON:
79th Annual Meeting and Fire Safety Exhibition—17-20 May 1976
Joint venture with the London Chamber of Commerce.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 30.10.75)

DUSSELDORF:
9th World Mining Congress—22-30 May 1976
Joint venture with Association of British Mining Equipment Exporters.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

CHICAGO:
International Security Conference and Exhibition—23-26 May 1976
Joint venture with London Chamber of Commerce.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 1.11.75)

SYDNEY:
7th International Coal Preparation Congress—23-28 May 1976
Joint venture with appropriate trade association.
(Mrs. P. W. Davies, Ext. 7093)
(Cut off date: not yet arranged)

ANAHEIM:
Western Safety Congress and Exhibits Show—24-28 May 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 1.12.75)

PHILADELPHIA:
Interphil 1976—29 May-6 June 1976
Joint venture with the Philatelic Traders' Society.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

NEW YORK:
National Premium Show—May 1976
Joint venture with British Premium Manufacturers' Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

KNOXVILLE:
Annual Exhitition of Educational Resources—13-17 June 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.1.76)

TOKYO:
British Export Marketing Centre: Gardening and DIY Equipment—15-19 June 1976
Sponsored by Gardenex.
(Contact: Mrs. V. Slade, Tel. Hungerford 2532)
(R. King, Ext. 7317)
(Cut off date: passed)

BASLE:
International Art Fair—16-21 June 1976
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext.7092)
(Cut off date: 1.3.76)

BRNO:
International Foundry Exhibition (Fond-Ex)—21-25 June 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(A. E. G. Reid, Ext. 7246)
(Cut off date: passed)

HAMBURG:
International Biochemical Congress and Exhibition (Biochemie '75)—25-31 July 1976
Joint venture with the British Laboratory Ware Association Ltd.
(S. F. Morris, Ext. 7080)
(Cut off date: passed)

TRONDHEIM:
6th International Fisheries Fair (Nor Fishing '76)—9-15 August 1976
Joint venture with London Chamber of Commerce and Industry.
(Mrs. M. R. Todd, Ext.7207)
(Cut off date: 20.1.76)

COPENHAGEN:
International Stamp Exhibition (Hafnia '76)—20-29 August 1976
Joint venture with Philatelic Traders' Society.
(Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 1.3.76)

LOUISVILLE:
International Woodworking Machinery and Furniture Supply Fair—18-22 September 1976
Joint ventures with:
(i) Machine Tool Trades Association.
(ii) Birmingham Chamber of Industry and Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

SAN ANTONIO:
International Association of Fire Chiefs' Annual Conference—19-23 September 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: March 1976)

MIAMI:
International Association of Chiefs of Police Convention—25-30 September 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 15.11.75)

CHICAGO:
Railway Supply Association Exhibition—September 1976
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 1.3.76)

CHICAGO:
Annual Convention and Exhibition of the Wire Association of America—3-7 October 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 1.4.76)

MILAN:
International Stamp Exhibition—14-24 October 1976
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.2.76)

CHICAGO:
National Safety Congress—18-21 October 1976
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 1.4.76)

ESSEN:
International Security and Police Equipment Exhibition (Safety '76)—19-22 October 1976
Joint venture with the London Chamber of Commerce and Industry.
(S. F. Morris, Ext. 7080)
(Cut off date: 12.3.76)

MARSEILLE:
International Market for European Sub-Contracting (Midest)—October 1976
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £100 firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The Board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will each be able to claim £450 towards the cost of sending up to two representatives to man the stands during the exhibition. The Centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of £50 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering. A charge of £5 an hour will be made. Further information on the Centre and its facilities can be obtained from Fairs and Promotions Branch (tel. 01-248 5757, ext 7104/7317/360).
The programme of exhibitions for 1975 is now complete. The programme of exhibitions for 1976 is now under consideration and information may be obtained from the Board's Export to Japan Unit (01-248 5757, ext. 614/232).

Official British Trade Exhibitions November 1975 - October 1976

Engineers' Small Tools and Hand Tools Exhibition—11-15 November 1975
Sponsored by the Federation of British Hand Tool Manufacturers
(W. R. Eccles, Tel: 0742 663084)
(R. King, Ext. 7317)
(Cut off date: passed)

Electro-Optics and Laser Equipment Exhibition—2-6 December 1975
Sponsored by the Sira Institute.
(W. A. Seatherton, Tel. 01-467 2636)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

Domestic Appliances Exhibition—3-7 February 1976
Sponsored by the Association of Domestic Electrical Appliances.
(K. Hendley, Tel. 01-437 0678)
(R. King, Ext. 7317)
(Cut off date: passed)

Photographic Equipment Exhibition—2-6 March 1976
Sponsored by the British Photographic Export Group.
(R. Saunders, Tel: 89-33372)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

Carpets Exhibition—23-27 March 1976
Sponsored by the British Carpets Export Association.
(G. H. Davidson, Tel. 01-930 8711)
(R. King, Ext. 7317)
(Cut off date: passed)

Aerospace Equipment Exhibition—6-10 April 1976
Sponsored by the Society of British Aerospace Companies.
(P. Kidson, Tel: 01-839 3231)
(R. King, Ext. 7317)
(Cut off date: passed)

Processing and Enlarging Equipment Exhibition—18-22 May 1976
Sponsored by the British Photographic Export Group.
(R. Saunders, Tel. 89-33372)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

Gardening and Do-It-Yourself Equipment Exhibition—15-19 June 1976
Sponsored by Gardenex.
(Mrs. Y. Slade, Tel. Hungerford 2532)
(R. King, Ext. 7317)
(Cut off date: passed)

Pipes, Pipelines and Associated Equipment Exhibition—20-24 July 1976
Sponsored by Engineering Industries Association.
(R. E. Scott, Tel. 01-863 9188)
(Miss R. Allen, Ext. 360)
(Cut off date: passed)

Audio Equipment Exhibition—31 August-4 September 1976
Sponsored by Federation of British Audio.
(A. J. R. Terenzani, Tel. 01-734 7471)
(Miss R. Allen, Ext. 360)
(Cut off date: 4.11.75)

Metal Finishing Equipment Exhibition—18-23 October 1976
Sponsored by Birmingham Engineering and Building Centre.
(D. Perkins, 021-643 1914)
(R. King, Ext. 7317)
(Cut off date: 12.12.75)

ZURICH:
International Sheet Metal Exhibition and Conference—16-20 November 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(Miss J. M. Neeson, Ext.7092)
(Cut off date: 20.2.76)

AMSTERDAM:
Metal Finishing Exhibition (Interfinishvom '76)—25-29 November 1976
Joint venture with the London Chamber of Commerce and Industry.
(P. F. Aitken, Ext. 7203)
(Cut off date: 16.5.76)

DUSSELDORF:
2nd International Trade Exhibition for Industrial Furnaces and Thermic Production Processes (Thermprocess '76)—30 November-4 December 1976
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1977

ESSEN:
International Exhibition for Horse Sports, Leisure Time Riding and Horsekeeping (Equitana '77)—2-7 March 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 7080)
(Cut off date: not yet arranged)

USA:
Educational Communications and Technology National Convention and Exhibition—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

CHICAGO:
Railway Engineering-Maintenance Suppliers' Association Exhibition (REMSA)—March 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: not yet arranged)

WASHINGTON:
National Fire Protection Association Fire Safety Exhibition—16-20 May 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: November 1976)

NEW YORK:
National Premium Show—May 1977
Joint venture with British Premium Merchandise Association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

PARIS:
6th International Surface Treatment and Industrial Finishing Exhibition—May 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

USA:
American Ceramic Society—May 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 31.12.76)

ANAHEIM:
Western Safety Congress and Exhibits Show—May 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 31.12.76)

CHICAGO:
International Security Conference and Exhibition—May 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 31.12.76)

PIACENZA:
Button Exhibition—May/June 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 571)
(Cut off date: 1.10.76)

BASLE:
International Art Fair—June 1977
Joint venture with appropriate trade association.
(Miss J. M. Neeson, Ext. 7092)
(Cut off date: 1.3.77)

USA:
Annual Exhibition of Education Resources—June 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7097)
(Cut off date: 31.12.76)

USA:
National Material Handling Show—June 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext.265)
(Cut off date: 30.11.76)

UTRECHT:
International Security Exhibition (Safety)—Autumn 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7045)
(Cut off date: not yet arranged)

PROVINCIAL FRANCE:
International Market for European Sub-Contracting (Midest)—October 1977
Joint venture with appropriate trade association.
(J. C. C. Hicks, Ext. 7205)
(Cut off date: not yet arranged)

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition and Congress—November 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

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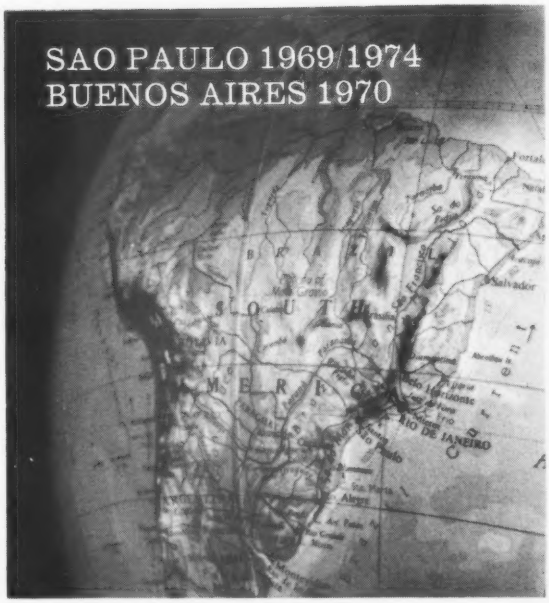

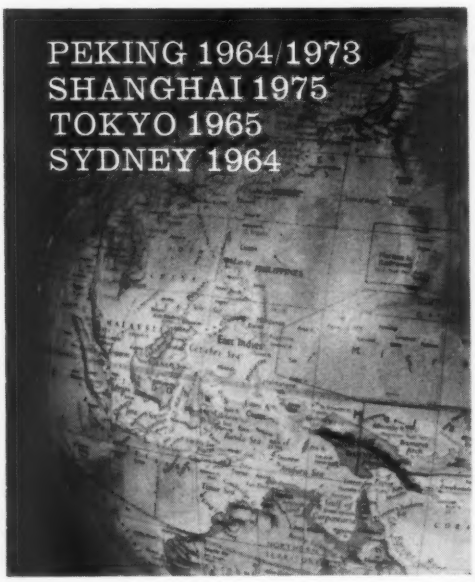

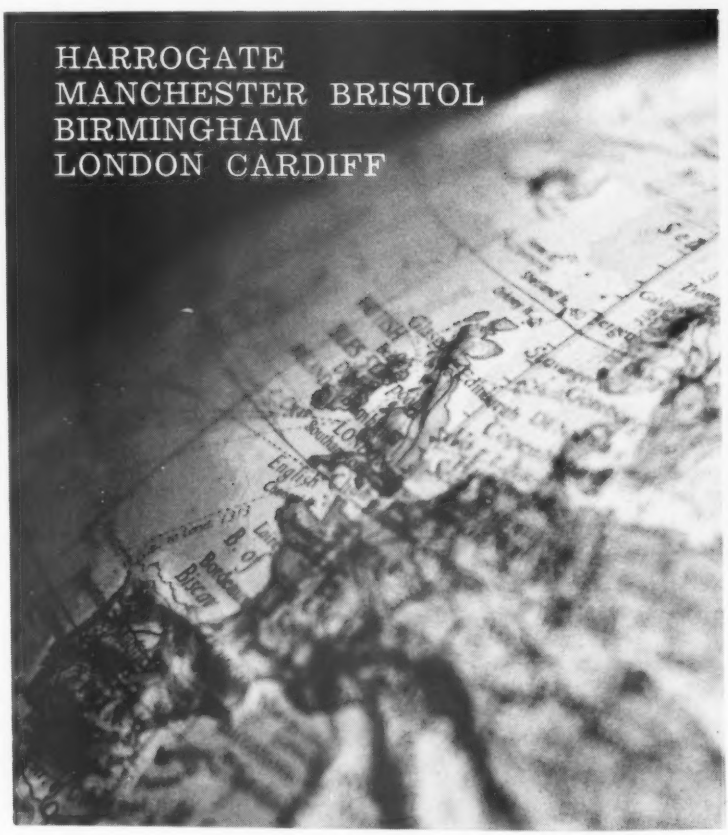

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We have organised exhibitions all over the world, from Bucharest to Buenos Aires, from Sao Paulo to Shanghai, from Mexico to Moscow – in recent years the British Overseas Trade Board has engaged us to mount on their behalf, major British events in Peking, Bilbao, Jakarta, and we are currently engaged in Kuala Lumpur. Our geographical spread is wide!

And up and down Britain, too, trade associations trust our judgement and experience in organising exhibitions that produce results. So can you.

Exhibitions organised by ITF

1975

International Audio Festival and Fair
20-26 October, Olympia, London

Interbake 75 – The International Bakers and Confectioners Exhibition
21-26 October, Olympia, London

Leisure and Pleasure Exhibition
11-22 November, City Hall, Manchester

1976

Hotelympia 76 – International Hotel and Catering Exhibition
14-21 January, Olympia, London

Imbex 76 – International Men's and Boys' Wear Exhibition
1-4 March, Earls Court, London

Brighter Homes Exhibition
16 March-3 April, City Hall, Manchester

Brewex 76 – International Brewing, Bottling and Allied Trades Exhibition
29 March-2 April, Earls Court, London

Hevac 76 – International Heating, Ventilating and Air Conditioning Exhibition
5-9 April, National Exhibition Centre, Birmingham

British Technology for Malaysia Exhibition
5-12 April, Kuala Lumpur

Iphex 76 – International Pneumatics and Hydraulics Exhibition
3-7 May, National Exhibition Centre, Birmingham

IEA/Electrex 76 – International Electrical, Electronic and Instrument Exhibition
3-7 May, National Exhibition Centre, Birmingham

Offshore Wales Exhibition and Conference
24-28 May, Sophia Gardens, Cardiff

International Laundry, Cleaning Equipment and Services Exhibition
17-24 June, National Exhibition Centre, Birmingham

MAB – International Fashion Fair
5-8 September, National Exhibition Centre, Birmingham

Northern Floor Coverings Fair,
7-10 September, Exhibition Centre, Harrogate

Electronic Instrument Exhibition
21-23 September, Bloomsbury Centre, London

International Audio Festival and Fair
25-31 October, Olympia, London

2nd Offshore International Exhibition and Conference
7-10 December, National Exhibition Centre, Birmingham

1977

Imbex 77 – International Men's and Boys' Wear Exhibition
28 Feburary-3 March, Earls Court, London

Labex International 77
7-11 March, National Exhibition Centre, Birmingham

Pakex 77 – International Packaging Exhibition
14-18 March, National Exhibition Centre, Birmingham

International Mechanical Handling Exhibition
16-21 May, National Exhibition Centre, Birmingham

London Electronic Components Show
17-20 May, Olympia, London

Interplas 77 – The International Plastics and Rubber Exhibition in Europe for 1977
15-23 September, National Exhibition Centre, Birmingham

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ITF

MEMBER

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Coventry Chamber of Commerce
(INCORPORATED)

123 St.Nicholas Street
COVENTRY CV1 4FD

President: W.Bernard Florsham FCCA
Secretary: Roger Millington ACIS.,AMBIM.,AMIEX
Dep.Sec: John Viggars BA

During 1976 the Coventry Chamber of Commerce will be sponsoring the following outward trade missions —

1. 3.76 – 18. 3.76	HONG KONG & JAPAN
19. 3.76 – 31. 3.76	TANZANIA & KENYA
23. 4.76 – 8. 5.76	U.S.A.
14. 5.76 – 26. 5.76	SOUTH KOREA
17. 6.76 – 26. 6.76	SOUTH AFRICA
24. 9.76 – 2.10.76	LIBYA
1.10.76 – 16.10.76	SINGAPORE & MALAYSIA
16.10.76 – 30.10.76	AUSTRALIA
4.11.76 – 26.11.76	BRAZIL & VENEZUELA
14.11.76 – 28.11.76	CANADA

THE COVENTRY TRANSLATION SERVICE, Translators to Industry and Commerce, can provide expert technical translations and interpreting facilities for the above missions.

For Further Information Contact –

Trade Mission Information – COVENTRY CHAMBER OF COMMERCE
123, St.Nicholas Street, COVENTRY CV1 4FD
Tel: Coventry 51777 Telex: 311033

Translations & Interpreting – THE COVENTRY TRANSLATION SERVICE
Chamber of Commerce Building
123, St.Nicholas Street, COVENTRY CV1 4FD
Tel: Coventry 20863 & 51606 Telex: 311033

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Smithford Way, COVENTRY. Tel: Coventry 29198 (24 hours) & 58322. Telex: 311482

If none of the above missions suit your requirements, please refer to our advertisement on Business Travel Service.

British shopping weeks and store promotions

1976

Shopping weeks

Italy

FLORENCE, 6-14 November 1976
Consumer goods promotion.
(R. E. Newton, Ext. 571)

Netherlands

ROTTERDAM, May 1976
British fortnight, consumer goods promotion.
(T. G. Webb, Ext. 7045)

Store promotions

1975/76

Australia

MELBOURNE, March 1976
Georges Ltd.
British Promotion of consumer goods.
UK inquiries: Mr. L. Allman, Dalgety Export Services Division, Dalgety Ltd., The Coin Exchange Building, 52-57 Mark Lane, London EC3R 7SR (Tel. 01-480 7101)
(Mrs. P. W. Davies, Ext. 7092)

Canada

VANCOUVER, 4-18 October 1975
Edward Chapman Ltd., 833 West Pender Street.
Menswear Promotion.
(L. Devine, Ext. 318)

TORONTO and OTTAWA, 1-29 November 1975
Brill's Interiors, 2901 Bayview Avenue, Willowdale, Toronto.
British promotion featuring traditional and reproduction furniture in three stores in Toronto and one in Ottawa.
Inquiries: Mr. Donald Brill, 2901 Bayview Avenue, Willowdale, Toronto
(L. Devine, Ext. 318)

Italy

NAPLES, November 1975
Angelo Marino Store.
Men's clothing and accessories.
Contact: Angelo Marino, Via dei Mille 68, Naples
(R. E. Newton, Ext. 571)

Japan

ADO, Department Store Promotion, September-October 1975
Consumer goods.
UK inquiries: Dean Warburg Ltd., 38 Savile Row, London, W.1 (Tel. 01-734 9421)
(R. King, Ext. 7317)

Spain

LAS PALMA, 17-29 November 1975
Supermercados Cruz Mayor Food Promotion.
(Miss J. M. Neeson, Ext. 7092)

USA

NEW YORK, Autumn 1975
Barneys Store
Menswear promotion,
Milton Guttenplan, Barneys, Seventh Avenue and Seventeenth St., New York, NY 10011.
(L. Devine, Ext. 318)

SEATTLE, 1-10 October 1975
PORTLAND, 15-25 October 1975
Nordstroms
Promotion of British merchandise.
UK inquiries: Mr. J. Warburg, Dean Warburg Ltd., 38 Savile Row, London W1X 2ET
(Tel. 01-734 9421)
(C. J. Wareing, Ext. 7242)

NEW YORK, 8-12 October 1975
Bloomingdales
British promotion featuring menswear.
(L. Devine, Ext. 318)

ROCHESTER and SYRACUSE, N.Y., 17 October-22 November 1975
Sibley Lindsay and Curr Co., Rochester, 17 October-1 November; Syracuse, 10-22 November
Multinational store promotion 'A Nation from Nations'.
General inquiries to: Associated Dry Goods Ltd., Elsley House, 24-30 Great Titchfield Street, London W1P 8AQ (Tel. 01-636 5781)
(C. J. Wareing, Ext. 7242)

CHARLESTON, W. VIRGINIA, 27 October-6 November 1975
The Diamond.
Wide range of consumer goods.
General inquiries to: Associated Dry Goods Ltd., Elsley House, 24-30 Great Titchfield Street, London W1P 8AQ (Tel. 01-636 5781)
(L. Devine, Ext. 318)

Missions

Inward missions

1975/76

Overseas Visitors' Bureau contact for general inquiries relating to inward missions: Miss G. M. Stannard, Tel. 01-248 5757, ext. 463

Arab Emirates November 1975
The Building Centre
(Contact: W. Bridge, Tel. 01-637 1002)

Middle East December 1975
Allied Brewery Traders' Association
(Contact: J. Ingoldby, Tel. 01-691 3950)

Global December 1975
British Knitwear Export Council
(Contact: Mrs. J. Broughton, Tel. 01-734 6277/8)

Japan Dates to be agreed, 1975
Society of British Aerospace Companies
(Contact: J. H. Hill, Tel. 01-839 3231)

South Africa Dates to be agreed, 1975
BOTB (Construction Equipment)
(Contact: J. Kerslake, Tel. 01-248 5757, Ext. 685)

1976

West Germany March/April 1976
Book Development Council
(Contact: M. Ballard, Tel. 01-580 6321)

Denmark May 1976
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Austria October 1976
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Outward missions

Africa

1975

South Africa 18 October-7 November 1975
Slough and District Chamber of Commerce and Industry
(Contact: J. Peck, MBE, ERD, Tel. Slough 33633)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

Tanzania, Mauritius, Kenya 27 October-13 November 1975
London Chamber of Commerce and Industry
(Contact: J. Muir, Tel. 01-248 4444)
(FPB contact: M. A. Burrows, Ext. 7091)
(Cut off date: passed)

South Africa 1-15 November 1975
Dundee Chamber of Commerce
(Contact: C. W. Simms, CA, Tel. Dundee 22122)
(FPB contact: Mrs. W. N. MacIver, Ext. 325)
(Cut off date: passed)

Libya 4-12 November 1975
London Chamber of Commerce
(Contact: J. M. Worsley, Tel. 01-248 4444)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: passed)

South Africa 16 November-6 December 1975
Walsall Chamber of Commerce and Industry
(Contact N. E. Turner, Tel. Walsall 25671)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

1976

Nigeria, Gabon
(Petroleum and Process Industries Mission) 4-18 January 1976
London Chamber of Commerce and Industry
(Contact: J. Muir, Tel. 01-248 4444)
(FPB contact: M. A. Burrows, Ext. 7091)
(Cut off date: passed)

South Africa 7-28 February 1976
Merseyside Chamber of Commerce and Industry
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 1.11.75)

Nigeria 15 February-1 March 1976
Birmingham Chamber of Commerce
(Contact: T. L. Edgar, Tel. 021-454 6171)
(FPB contact: M. A. Burrows, Ext. 7091)
(Cut off date: 15.11.75)

South Africa 21 February-14 March 1976
Luton and Dunstable District Chamber of Commerce
(Contact: H. H. Gore, Tel. Luton 23456/7)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: passed)

South Africa 6-28 March 1976
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 2.12.75)

Nigeria 14-24 March 1976
Scottish Council Development and Industry
(Contact: Mary Bell, Tel. 031-225 7911)
(FPB contact: M. A. Burrows, Ext. 7091)
(Cut off date: 15.12.75)

Ghana, Liberia, Sierra Leone, Gambia
17 March-6 April 1976
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: M. A. Burrows: Ext. 7091)
(Cut off date: 1.12.75)

Tanzania, Kenya 19 March-3 April 1976
Coventry Chamber of Commerce
(Contact: R. G. Millington, Tel. Coventry 51777)
(FPB contact: M. A. Burrows, Ext. 7091)
(Cut off date: not yet arranged)

South Africa 20 March-3 April 1976
British Jewellery and Giftware Federation
(Contact: J. O. Webb, Tel. 01-606 0871)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 20.12.75)

Sierra Leone, Liberia, Ivory Coast, Ghana
4-15 April 1976
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-480 6594)
(FPB contact: M. A. Burrows, Ext. 7091)
(Cut off date: 15.12.75)

South Africa 4-24 April 1976
Book Development Council
(Contact: M. Ballard, Tel. 01-580 6321)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: not yet arranged)

South Africa 18 April-8 May 1976
Scottish Council Development and Industry
(Contact: D. Reid, Tel. 031-225 7911)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 16.1.76)

South Africa 1-15 May 1976
Engineering Industries Association
(Contact: Col. R. E. Scott, MBE, MC, Tel. 01-863 9188)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 1.2.76)

Niger (Contractors' Plant Mission)
3-14 May 1976
North of England Development Council
(Contact: A. Wilson, Tel. Stockton-on-Tees 612525)
(FPB contact: M. A. Burrows, Ext. 7091)
(Cut off date: 30.1.76)

South Africa 16-28 May 1976
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-839 4181/2)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 6.1.76)

South Africa 22 May-12 June 1976
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 22.2.76)

South Africa 12-30 June 1976
Leeds Chamber of Commerce
(Contact: C. Wilson, Tel. Leeds 30491)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 12.3.76)

South Africa 26 June-17 July 1976
Coventry Chamber of Commerce
(Contact: R. Willington, Tel. Coventry 51777)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 26.3.76)

South Africa 11-25 September 1976
Birmingham Chamber of Commerce and Industry
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 11.6.76)

Nigeria 20 September-2 October 1976
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: M. A. Burrows, Ext. 7091)
(Cut off date: 31.5.76)

South Africa 8-29 October 1976
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 8.7.76)

South Africa 24 October-7 November 1976
Wolverhampton Chamber of Commerce
(Contact: C. J. Garder, Tel. Wolverhampton 20638)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 22.7.76)

South Africa 6-20 November 1976
Engineering Industries Association
(Contact: Col. R. E. Scott, MBE, MC, Tel. 01-863 9188)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: not yet arranged)

Nigeria and Ghana 13-28 November 1976
Engineering Industries Association
(Contact: Col. R. E. Scott, MFE, MC, Tel. 01-863 9188)
(FBB contact: M. A. Burrows, Ext. 7091)
(Cut off date: 30.7.76)

South Africa 20 November-11 December 1976
The North Staffordshire Chamber of Commerce and Industry
(Contact: J. J. Glover, Tel. Stoke-on-Trent 44731)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 20.8.76)

South Africa 24 January-14 February 1977
Engineering Industries Association
(Contact: Col. R. E. Scott, MBE, MC, Tel. 01-863 9188)
(FPB contact: Mrs. W. M. MacIver, Ext. 325)
(Cut off date: 22.10.76)

Americas, including the Caribbean

1975

Venezuela, Colombia 16-31 October 1975
Manchester Chamber of Commerce
(Contact: S. Butler, Tel. 061-832 5574)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

USA, Canada 1-9 November 1975
Agricultural Engineers' Association Ltd.
(Contact: E. C. Lanning, Tel. 01-828 7973)
(FPB contact: Miss F. Cooleen, Ext. 7094)
(Cut off date: passed)

USA, Canada 1-15 November 1975
The Scottish Council
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: passed)

USA, Canada 2-14 November 1975
British Knitting Export Council
(Contact: A. R. Bicknell, Tel. 01-734 6277)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: passed)

Brazil 2-17 November 1975
Export Association of Nottingham
(Contact: A. W. Palmer, Tel. Nottingham 293360)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

Canada (Calgary and Regina)
17-29 November 1975
British Agricultural Export Council (British Simmental Cattle Society)
(Contact: J. Thornelee, Tel. 01-245 9819)
(FPB contact: Miss F. J. Cooleen, Ext. 7094)
(Cut off date: 30.8.75)

Colombia, Venezuela
22 November-6 December 1975
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

USA (Houston and New Orleans)
30 November-14 December 1975
Dundee and Tayside Chamber of Commerce and Industry
(Contact: C. W. Simms, Tel. Dundee 22122)
(FPB contact: M. Seymour, Ext. 265)
(Cut off date: passed)

Brazil 1-14 December 1975
Gauge and Toolmakers' Association
(Contact: N. R. Smith, Tel. High Wycombe 444645)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: passed)

1976

USA 21-31 January 1976
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-480 6594)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: 28.10.75)

USA, Canada January 1976
British Ceramic Manufacturers Federation
(Contact: N. Nelson, Tel. 0872 48631)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: passed)

USA, Canada 9-21 February 1976
Small Industries Council for Rural Area of Scotland
(Contact: W. R. V. Percy, Tel. 031-225 2846)
(FPB contact: Mrs. C. F. Richards, Ext. 318)
(Cut off date: 9.11.75)

Venezuela, Ecuador
20 February-18 March 1976
British Electrical and Allied Manufacturers' Association Ltd.
(Contact: B. S. Masters, Tel. 01-437 0678)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 20.11.75)

Brazil, Mexico February-March 1976
Dundee and Tayside Chamber of Commerce
(Contact: C. W. Simms, Tel. Dundee 22122)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 31.10.75)

Brazil 26 March-9 April 1976
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 20.12.75)

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USA, Canada 27 March-11 April 1976
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: M. Seymour, Ext. 265)
(Cut off date: 8.12.75)

Peru, Ecuador 28 March-10 April 1976
Manchester Chamber of Commerce
(Contact: S. C. Butler, Tel. 061-832 5574)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: not yet arranged)

Curacao, Aruba, Barbados Spring 1976
West India Committee
(Contact: Miss L Boyd, Tel. 01-629 6353)
(FPB contact: M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

USA 23 April-8 May 1976
Coventry Chamber of Commerce
(Contact: I. Moulson, Tel. Coventry 51777)
(FPB contact: Mrs. C. F. Richards, Ext. 318)
(Cut off date: 23.1.76)

Jamaica, Trinidad 1-16 May 1976
Nottingham Chamber of Commerce
(Contact: N. J. C. Hough, Tel. Nottingham 45678)
(FPB contact: C. J. Wareing, Ext. 7242)
(Cut off date: 1.2.76)

USA, Canada (East Coast) 2-16 May 1976
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: M. D. Seymour, Ext. 265)
(Cut off date: 14.1.76)

Argentina, Brazil 9-22 May 1976
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.2.76)

Venezuela, Colombia, Ecuador 29 May-14 June 1976
Birmingham Chamber of Commerce
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.3.76)

USA 5-12 June 1976
Birmingham Chamber of Industry and Commerce
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: Mrs. C. F. Richards, Ext. 318)
(Cut off date: 1.3.76)

Mexico June 1976
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 29.2.76)

Brazil, Venezuela 1-25 July 1976
North of England Development Council
(Contact: A. Wilson, Tel. Newcastle upon Tyne 610026)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.4.76)

Brazil, Venezuela 13-27 August 1976
Engineering Industries Association
(Contact: Col. R. E. Scott, Tel. 01-863 9188)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 14.5.76)

Canada 5-24 September 1976
Federation of Sussex Industries
(Contact: Mrs. N. Potter, Tel. Brighton 26282)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 5.6.76)

Brazil 1-15 October 1976
London Chamber of Commerce
(Contact: J. M. Worsley, Tel. 01-248 4444)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 1.7.76)

USA 9-16 October 1976
Birmingham Chamber of Industry and Commerce
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: Mrs. C. F. Richards, Ext. 318)
(Cut off date: 3.7.76)

Colombia, Venezuela 24 October-6 November 1976
Gauge and Toolmakers' Association
(Contact: A. R. Smith, Tel. High Wycombe 444645)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: 18.7.76)

Brazil, Venezuela 4-26 November 1976
Coventry Chamber of Commerce
(Contact: R. G. Millington, Tel. Coventry 51777)
(FPB contact: N. J. D. Robinson, Ext. 7011)
(Cut off date: not yet arranged)

Jamaica, Trinidad 7-21 November 1976
Birmingham Chamber of Industry and Commerce
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: L. Devine, Ext. 318)
(Cut off date: 7.8.76)

Asia (Far East)

1975

Singapore, Malaysia 31 October-18 November 1975
Wolverhampton Chamber of Commerce and Industry
(Contact: C. J. Garder, Tel. Wolverhampton 26726)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

Japan 10-21 November 1975
North of England Development Council
(Contact: A. Wilson, Tel. Stockton-on-Tees 612525)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: passed)

Singapore 22-29 November 1975
Scottish Council (Development and Industry)
(Contact: Miss Mary Bell, Tel. 031-225 7911)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: passed)

1976

Japan, Hong Kong 10-25 January 1976
British Knitting Export Council
(Contact: A. R. Bicknell, Tel. 01-734 6277)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: passed)

Hong Kong, Japan 12-24 January 1976
Britich Menswear Guild
(Contact: P. A. O. McGrath, Tel. 01-491 7546)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: passed)

Japan 17-31 January 1976
Engineering Industries Association
(Contact: R. E. Scott, Tel. 01-863 9188)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: passed)

Singapore 14-29 February 1976
Dundee and Tayside Chamber of Commerce (Offshore Oil)
(Contact: John Aitken, Tel. Dundee 22122)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 10.11.75)

Japan 14 February-4 March 1976
The Scottish Council
(Contact: E. Frizzell, Tel. 031-225 7911)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: 24.10.75)

Singapore, Hong Kong 20 February-6 March 1976
Westminster Chamber of Commerce (Building Group)
(Contact: L. R. Lowry-Hill, Tel. 01-734 2851)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 15.11.75)

Japan 21 February-5 March 1976
Birmingham Chamber of Commerce
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: R. King, Ext. 7317)
(Cut off date: passed)

Singapore February 1976
Association of British Oceanic Industries
(Contact: M. Armstrong, Tel. 01-839 4089)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 10.11.75)

Japan, Hong Kong (Japan, 1-13 March; Hong Kong, 13-18 March) 1-18 March 1976
Coventry Chamber of Commerce
(Contact: I. Moulson, Tel. Coventry 51777)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 17.12.75)

Japan 8-20 March 1976
Society of Motor Manufacturers and Traders
(Contact: K. Wallis, Tel. 01-235 7000)
(FPB contact: R. K ng, Ext. 7317)
(Cut off date: 21.11.75)

Japan 22 March-2 April 1976
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: Miss R. Allen, Ext. 360)
(Cut off date: 17.11.75)

Hong Kong, South Korea 3-20 April 1976
Export Association of Nottingham
(Contact: Mrs. B. Paling, Tel. Nottingham 293360)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 8.1.76)

Korea, Republic of (South Korea) 24 April-2 May 1976
Scientific Instrument Manufacturers' Association
(Contact: L. J. Nolder, Tel. 01-727 2614)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 19.11.75)

Malaysia, Singapore 25 April-9 May 1976
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: P. A. Greig, Ext. 7099)
(Cut off date: 9.1.76)

Japan, Far East April 1976
The Ship and Boat Builders' National Federation
(Contact: A. D. Hough, Tel. 01-405 7481)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 14.1.76)

South Korea 14-26 May 1976
Coventry Chamber of Commerce
(Contact: R. G. Millington, Tel. Coventry 51777)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 7.1.76)

Japan 31 May-12 June 1976
British Furniture Man Export Club
(Contact: J. Diab, Tel. 01-580 6300)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 12.2.76)

Korea, Republic of (South Korea) 11-22 October 1976
London Chamber of Commerce and Industry
(Contact: E. M. MacDonald, Tel. 01-248 4444)
(FPB contact: R. King, Ext. 7317)
(Cut off date: 8.6.76)

Thailand and Hong Kong November 1976
Birmingham Chamber of Commerce and Industry
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact P. A. Greig, Ext. 7099)
(Cut-off date: 16.8.76)

Asia (Middle East)

1975

Saudi Arabia 17-25 October 1975
British Furniture Manufacturers' Export Club
(Contact: J. Diab, Tel. 01-580 6300)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Saudi Arabia, Oman 17-28 October 1975
Scottish Council Development and Industry
(Contact: E. W. Frizzell, Tel. 031-225 7911)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Jordan, Syria, Iraq
24 October-9 November 1975
London Chamber of Commerce
(Contact: D. Gray, Tel. 01-248 4444)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Oman 24 October-14 November 1975
Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Saudi Arabia, Bahrain, Abu Dhabi, Dubai, Kuwait, Iran 31 October-18 November 1975
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-480 6594)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Kuwait 3-15 November 1975
Leicester Chamber of Commerce
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Iran,
7-17 November 1975
Society of Motor Manufacturers and Traders Ltd.
(Contact: K. Wallis, Tel. 01-235 7000)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Iran, Kuwait 22 November-5 December 1975
Federation of Sussex Industries
(Contact: Mrs. N. Potter, Tel. Brighton 26282/5)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

Bahrain, Oman, Saudia Arabia
22 November-5 December 1975
Birmingham Chamber of Commerce
(Contact: T. Edgar, Tel. 021-454 6171)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

1976

Iran 13-23 January 1976
Sheffield Chamber of Commerce
(Contact: J. M. Marvin, Tel. Sheffield 730114)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: passed)

Lebanon, Egypt, Libya
21 January-12 February 1976
Gauge and Tool Markers' Association
(Contact: A. R. Smith, Tel. High Wycombe 444645)
(FPB contact: G. Casburn, Ext. 602)
(Cut off date: passed)

Iran 13-20 February 1976
Bradford Chamber of Commerce
(Contact: M. A. Sewell, Tel. Bradford 28166)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: passed)

Kuwait, Gulf 28 February-3 March 1976
British Knitting Export Council
(Contact: A. R. Bicknell, Tel. 01-734 6277)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date, 4.12.75)

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Oman 18 March-2 April 1976
British Furniture Manufacturers' Export Club
(Contact: J. Diab, Tel. 01-580 6300)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: 15.12.75)

Israel 19-26 March 1976
London Chamber of Commerce
(Contact: Mrs. M. Yelland, Tel. 01-248 4444)
(FPB contact: Miss J. Neeson, Ext. 7092)
(Cut off date: 15.12.75)

Iran, Turkey 2-15 May 1976
Birmingham Chamber of Commerce
(Contact: T. L. Edgar, Tel. 021-454 6171)
(FPB contact: G. Casburn, Ext. 602)
(Cut off date: 16.1.76)

Lebanon, Saudi Arabia 8-22 May 1976
Westminster Chamber of Commerce
(Contact: D. Treherne, Tel. 01-734 2851)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: 2.2.76)

Iran 20-28 May 1976
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: G. A. Casburn, Ext. 602)
(Cut off date: 23.1.76)

Saudi Arabia, Yemen Arab Republic November 1976
London Chamber of Commerce
(Contact: D. R. Gray, Tel. 01-248 4444)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

Dubai, Abu Dhabi, Qatar, Bahrain, Kuwait November 1976
Scottish Council Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: P. G. H. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

Australasia

1975

Australia 9-25 October 1975
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

Australia 5-20 November 1975
Lighting Industry Federation Ltd.
(Contact: D. Pinder, Tel. 01-636 0766, Ext. 12)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: passed)

1976

Australia, New Zealand 1 February-4 March 1976
The Irish Linen Guild
(Contact: M. Elson, Tel. 01-636 1794)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.10.75)

Australia, New Zealand
20 February-13 March 1976
North of England Development Council
(Contact A. Wilson, Tel. Newcastle upon Tyne 610026)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.10.75)

Australia 27 February-13 March 1976
British Furniture Manufacturers' Export Club
(Contact: J. Diab, Tel. 01-580 6300)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: not yet arranged)

Australia, New Zealand February 1976
Federation of Sussex Industries
(Contact: Mrs. N. Potter, Tel. Brighton 26282)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.10.75)

Australia 16-24 March 1976
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-480 6594/5)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 12.12.75)

New Zealand, Australia
21 March-10 April 1976
London Chamber of Commerce
(Contact: Miss Diane Wright, Tel. 01-248 4444)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.12.75)

Australia, New Zealand March-April 1976
The North Staffordshire Chamber of Commerce and Industry
(Contact: J. Glover, Tel. Stoke-on-Trent 44731)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 28.11.75)

New Zealand, Australia Spring 1976
Birmingham Chamber of Commerce and Industry
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 5.11.75)

Australia April 1976
Allied Brewery Traders Association
(Contact: J. A. Ingoldby, Tel. 01-691 5950)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 23.1.76)

New Zealand, Australia 24 May-10 June 1976
The Scottish Council Development and Industry
(Contact: Miss Mary Bell, Tel. 031-225 7911)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 20.2.76)

Australia, New Zealand May 1976
City of Westminster Chamber of Commerce
(Contact: D. A. A. Treherne, Tel. 01-734 2851)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 31.1.76)

Australia, New Zealand, Singapore, Hong Kong 2-28 September 1976
Engineering Industries Association
(Contact: R. E. Scott, Tel. 01-863 9188)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 28.5.76)

Australia, New Zealand
10 September-15 October 1976
Merseyside Chamber of Commerce
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 30.4.76)

Australia 16-30 October 1976
Coventry Chamber of Commerce
(Contact: R. Millington, Tel. Coventry 51777)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 13.6.76)

New Zealand, Australia
24 October-10 November 1976
Dundee Chamber of Commerce
(Contact: C. W. Simms, Tel. Dundee 22122/3)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 20.7.76)

Australia November 1976
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: Mrs. P. W. Davies, Ext. 7093)
(Cut off date: 15.7.76)

Europe

1975

Finland 1-3 December 1975
British Knitting Export Council
(Contact: Mrs. J. Broughton, Tel. 01-734 6277)
(FPB contact: Mrs. M. R. Todd, Ext. 7207)
(Cut off date: passed)

1976

Norway, Finland, Sweden 1-14 February 1976
Nottingham Chamber of Commerce
(Contact: N. J. C. Hough, Tel. Nottingham 45678)
(FPB contact: Mrs. M. Todd, Ext. 7207)
(Cut off date: 1.11.75)

Finland, Norway, Sweden March 1976
British Food Export Council
(Contract: I. Harrison, Tel. 01-480 6594)
(FPB contact: Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 24.11.75)

Finland May 1976
Dundee and Tayside Chamber of Commerce
(Contact: C. W. Simms, Tel. Dundee 22122)
(FPB contact: Mrs. M. R. Todd, Ext. 7207)
(Cut off date: 31.1.76)

Coventry Chamber of Commerce
(INCORPORATED)

123 St. Nicholas Street
COVENTRY CV1 4FD
Telephone: Coventry 51777
Telex: 311033

President: W. Bernard Florsham FCCA
Secretary: Roger Millington ACIS., AMBIM., AMIEX
Dep.Sec: John Viggars BA

EXPORT AND SAVE WITH COVENTRY CHAMBER

In order to promote overseas trade one has to visit new markets, establish agencies and regularly revisit one's clients in the world's commercial market places. There are three methods of achieving this and the Coventry Chamber is able to offer all of them through its newly formed travel service. This department has one aim in mind, which is to provide an efficient service to would-be exporters at the most economical prices. Prices in brackets are the normal scheduled air fares from London and are included as a guide only.

LOW COST BUSINESS TRAVEL

From this selection of tours you will get an idea of the savings which can be made when hotel accommodation and air travel is combined. All of the tours include first class accommodation.

Japan – CR 132
Departure from Heathrow: 4, 18 October
Duration: 11 nights in Tokyo
Inclusive cost from: £499 (£887)

Japan & Thailand – CN 132
Departures from Heathrow: 4, 18 October
Duration: 9 nights Tokyo – 2 nights Bangkok
Inclusive cost from: £465 (£887)

Singapore & the Far East – CR 156
Departures from Heathrow: regular weekly departures.
Duration: 7 nights in Singapore
Inclusive cost from: £359 (£655)

Nigeria – CR 131
Departures daily on any flight from 1st November to 31st March
Duration: 10 days to one month in West Africa
Inclusive cost from: £442 (£402)
Supplement for each extra night £13

Capetown – CK 157
Departures from Heathrow: 4, 11, 18, 25 October
Duration: 14 nights in Capetown
Inclusive cost from: £310 (£558)

Kuwait – CR 122
Duration: 6 nights to one month in Kuwait
Inclusive cost from: £304 (£373)

ONE DAY VISITS

MOTOR SHOW
GENEVA

HANOVER FAIR 76

MOTOR SHOW
FRANKFURT

AIR SHOW
PARIS

MOTOR SHOW
TURIN

TRADE FAIR AND EXHIBITION TRAVEL

INTERSTOFF – FRANKFURT
2 nights from £95
18–21 Nov 75

IGEHO – BASLE
2 nights from £93
13–19 Nov 75

IGAFA – MUNICH
2 nights from £83
21–26 Nov 75

JAPAN
ALL EVENTS 75/76

AUSTRALIA
10 nights from £540

SALIMA – BRNO
INTERNATIONAL FOOD EXHIBITION
8–15 Feb 76

EUROFREIGHT – ROTTERDAM
March 76

DESIGN ENGINEERING SHOW
NEW YORK
5–8 April 76

INDEX – AMSTERDAM
EXHIBITION OF NON-WOVEN FABRICS
6–9 April 76

HANOVER FAIR
26 April–6 May

The above events are just a small selection from our travel guide available upon request from the Coventry Chamber of Commerce Incorporated.

Sections 2—4

Trade fairs and exhibitions

Requests for information about trade fair costs and conditions should be made to the organisers or their United Kingdom agents. The Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London, EC4M 7HU will be pleased to answer general inquiries about events in Sections 2—4. The telephone number is 01-248 5757, extensions:

Belgium, Cyprus, Greece, Irish Republic, Israel, Luxembourg, Malta, Spain, Switzerland, Turkey	7110	Middle East, North Africa, Afghanistan	604
Bonn, Cologne, Dusseldorf, Netherlands	225	China, East Germany, Poland, Yugoslavia	689
Other towns in Western Germany, Austria, Netherlands	7180	Bulgaria, Czechoslovakia, Hungary, Romania, USSR	7121
Denmark, Finland, Iceland, Norway, Sweden	7220	Africa (other than North), America (Central and South)	505
France	567	Asia, Australia, New Zealand	7099
Italy, Portugal	7202	Canada, Caribbean, United States	7176
		United Kingdom	7109

No responsibility is taken for the standing of organisations or individuals mentioned in these lists nor dates etc. which may be subject to alteration.

* event held annually at approximately the time stated.
† event held in alternate years at approximately the time stated.

The events listed in Section 1 are not included in Sections 2 or 3.

Section 2

Trade fairs and exhibitions within Europe

General fairs

ZAGREB:
New Year's Fair—16-19 December 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

MARSEILLES:
International Spring Fair—March 1976
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

UTRECHT:
International Spring Trade Fair—7-11 March 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

LYON:
International Trade Fair—April 1976
Apply: Exhibitions and Trade Fairs International Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

METZ:
International Spring Fair (Expometz)—5-13 April 1976
Apply: The Sam Black Organisation Ltd., 4 Harmsworth Way, London N20 8JU (Tel. 01-445 5256).

SAARBRUCKEN:
International Saar Fair—April 1976
* Apply: Internationale Saarmesse, 66 Saarbrücken, Messegelände.

VIENNA:
International Trade Fair (Spring)—10-14 April 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel: 01-584 6938).

ZAGREB:
International Consumer Goods Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BASLE:
Swiss Industries Fair—24 April-3 May 1976
Apply: Schweizer Mustermesse, 4021 Basle (Tel. 061/26 20 20).

GRAZ:
Spring Fair—30 April-9 May 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER. (Tel. 01-584 6938).

VALENCIA:
International Trade Fair—May 1976
* Apply: Feria Muestrario Internacional, Apartado 476, Valencia, Spain.

PARIS:
International Trade Fair (Foire de Paris)—1-16 May 1976
Apply: French Chamber of Commerce, 196 Sloane Street, London, S.W.1 (Tel. 01-235 2212).

DUBLIN:
Spring Show and Industries Fair—4-8 May 1976
* Apply: R.D.S. Spring Show, Ballsbridge, Dublin (Tel. 680645).

CYPRUS:
First International (State) Fair—15 May-6 June 1976
Apply: Cyprus State Fairs Authority, PO Box 3551, Nicosia, Cyprus (Tel. 48918-48919).

LILLE:
International Trade Fair—21-31 May 1976
Apply: Weiget Leygonie and Co. Ltd., 31/32 Kings Street, London, W.C.2 (Tel. 01-836 4825/9).

BORDEAUX:
International Trade Fair—22-31 May 1976
Apply: M. Moliner, Directeur Grand Parc Expositions, 330 30, Bordeaux (Tel. 50 93 15).

PADUA:
International Padua Fair—22 May-2 June 1976
Apply: E.A. Fiera Internationale di Padova, via N. Tommaseo, 59-1-35100 Padova (Tel. (049) 38.620).

BILBAO:
International Trade Fair—July 1976
* Apply: Feria Internacional de Mustras de Bilbao, Plaza de Pedro Ma de Basterrecmea, 2 Apartado 468, Bilbao 13.

MALTA:
International Trade Fair—1-15 July 1976
* Apply: The Malta Trade Fair Corporation, The Fair Grounds, Naxxar, Malta.

IZMIR:
International Trade Fair—20 August-29 September 1976
* Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

STRASBOURG:
International Trade Fair—September 1976
Apply: M. le President, Palais des Expositions, 67000 Strasbourg, Wacken (Tel. 36 11 90).

MARSEILLES:
International Autumn Fair—September 1976
Apply: Frank L. Crane, Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

UTRECHT:
International Autumn Trade Fair—September 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. 01-486 1951).

SALONIKA:
International Trade Fair—5-19 September 1976
* Apply: Foire Internationale de Thessaloniki, Salonika, Greece (Tel. 71 823).

VIENNA:
International Trade Fair (Autumn)—8-12 September 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

GOTHENBURG:
International Consumer Goods Fair—12-20 September 1976
Apply: Auslandische Aussteller Kontakten Bitte, Svenska Massan, Skanegatan 26, S-41251, Gothenburg (Tel. 031/20 00 00).

GOTHENBURG:
Consumer Goods Fair—18-26 September 1976
Apply: Svenska Massan Stiftelse, S-41251, Gothenburg (Tel. 031 20 00 00. Telex 20600 Maessan S).

BERLIN:
German Industries Exhibition—18-26 September 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

METZ:
International Autumn Fair—27 September-11 October 1976
Apply: The Sam Black Organisation Ltd., 4 Harmsworth Way, London N20 8JU (Tel. 01-445 5256).

GRAZ:
Autumn Fair—2-10 October 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

ZAGREB:
New Year's Fair—16-29 December 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

VIENNA:
International Trade Fair (Spring)—March 1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 5ER (Tel. 01-584 6938).

UTRECHT:
International Spring Trade Fair—March 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MARSEILLES:
International Spring Fair—March 1977
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

LYON:
International Trade Fair—March 1977
Apply: Exhibitions and Trade Fairs International Ltd., 943A Brighton Road, Purley, Surrey (Tel. 01-668 2467).

GRAZ:
Spring Fair—1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

METZ:
International Spring Fair (Expometz)—April 1977
Apply: Sam Black Organisation Ltd., 4 Harmsworth Way, London N20 8JU (Tel. 01-445 5256).

PARIS:
International Trade Fair (Foire de Paris)—April 1977
Apply: French Chamber of Commerce, 196 Sloane Street, London, S.W.1 (Tel. 01-235 2212).

LILLE:
International Trade Fair—April 1977
Apply: Weiget Leygonie and Co. Ltd., 31/32 King Street, London, W.C.2 (Tel. 01-836 4825/9)

SAARBRUCKEN:
International Saar Fair—April 1977
* Apply: International Saarmesse, 66 Saarbrücken, Messegelände.

BASLE:
Swiss Industries Fair—23 April-2 May 1977
Apply: Schweizer Mustermesse, 4021 Basle (Tel. 061/26 20 20).

VALENCIA:
International Trade Fair—May 1977
Apply: Feria Muestrario Internacional, Apartado 476, Valencia, Spain.

BORDEAUX:
International Trade Fair—May 1977
Apply: M.Moliner, Directeur, Grand Parc 33030, Bordeaux Cedex (Tel. 50.93.15).

BILBAO:
International Trade Fair—July 1977
Apply: Feria Internacional de Mustras de Bilbao, Plaza de Pedro Ma. De Basterrechea, 2 Apartado 468, Bilbao 13.

GRAZ:
Autumn Fair—1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

MARSEILLES:
International Fair—Autumn 1977
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581)'

UTRECHT:
International Autumn Trade Fair—September 1977
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Autumn)—September 1977
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

STRASBOURG:
International Trade Fair—September 1977
Apply: M. le President, Palais des Expositions, 67000 Strasbourg Wacken (Tel. 36 11 90).

BERLIN:
German Industries Exhibition—September 1977
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

METZ:
International Autumn Fair—October 1977
Apply: The Sam Black Organisation Ltd., 5 Harmsworth Way, London N20 8JU (Tel. 01-445 5256).

Agriculture, forestry, fishing, and agricultural machinery

1975

MOSCOW:
Livestock Farming Exhibition—September/October 1975
Apply: The USSR Chamber of Commerce, Dept. of International and Foreign Exhibitoins, 1a Sokolnicheski Val, Moscow.

BOLOGNA:
International Exhibition of the Agricultural Equipment Manufacturing Industry—19-23 November 1975
Apply: E.A. Per Le Fiere Di Bologna, Piazza Costituzione, 6-40128 Bologna, Italy.

1976

AMSTERDAM:
International Farming Machinery Exhibition (Landbouw RAI '76)—19-24 January 1976
Apply: RAI, Europaplein, Amsterdam. The Netherlands (Tel. 020-5411 411. Telex 16017).

BERLIN:
International Green Week—23 January-1 February 1976
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

OSLO:
Agricultural Week (Landbruksveka '76)—16-22 February 1976
Apply: Det. KGL. Selskap for Norges Vel. Rosenkrantzst. 8, Oslo 1, Norway (Tel. (02) 336775).

PARIS:
Leisure Power Cultivation Show—7-14 March 1976
Apply: M. Grimaud, 95 rue St-Lazare, Paris (75 441) (Tel. 874 97 24).

ZAGREB:
4th International Furniture and Timber Industry Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

KLAGENFURT:
Austrian Timber Fair—8-16 August 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

ST. GALLEN:
Agricultural and Dairy Show (OLMA)—7-17 October 1976
* Apply: Swiss Embassy, 16-18 Montagu Place, London W1H 2BQ (Tel. 01-723 0701).

UTRECHT:
International Trade Show for Intensive Animal Production—13-17 October 1976
Apply: Exhibition Consultants, 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

BERLIN:
International Green Week—January 1977
* Apply: The Green Chamber of Industry and Commerce. 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

PARIS:
Leisure Power Cultivation Show—March 1977
Apply: M. Grimaud, 95 rue Saint Layare, 75441 Paris (Tel. 874 9724).

BORDEAUX:
Triennial Fishing Exposition (Interfishing)—8-12 March 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
87th Agricultural Show—24 September-2 October 1977
Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Aircraft and aeronautical equipment

1976

GOTHENBURG:
Aviation Fair—12-16 May 1976
Apply: Svenska Massan Stiftelse. S-41251 Gothenburg (Tel. 031 200 000. Telex 20600 Maessan S).

TOULOUSE:
Aeronautical and Space Exhibition—23-27 June 1976
Apply: M. Mar-Degan, Commissaire General, 11 Bd. des Recollets, 31070, Toulouse (Tel. 52 78 40).

Books and periodicals

1976

NICE:
International Book Exhibition—May 1976
Apply: General Commissariat and Administrative Services 4 Boulevard Carabcel, 06 Nice.

1977

NICE:
International Book Festival—May 1977
Apply: General Commissariat and Administrative Services, 4 Boulevard Carabcel, 06 Nice.

Building, public works and construction equipment

1976

GOTHENBURG:
Building Fair (BYGG)—17-21 March 1976
Apply: Svenska Massen Stiftelse, S-41251, Gothenburg. (Tel. 031 200 000. Telex 20600 Maessan S).

ZAGREB:
8th International Building Fair—22-27 April 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London W.1 (Tel. 01-486 1951).

STOCKHOLM:
Municipal and Public Works Exhibition (Kommunalteknik '76)—31 May-4 June 1976
Apply: AB S.t Eriks-Massan, S-106 80 Stockholm, Sweden (Tel. 08/99 01 00. Telex 10660).

1977

MADRID:
International Building and Construction Exhibition—October 1977
Apply: Feria Internacional de la Construccion 7, Obras Publicas, Avda de Portugal, S/N (Feria del Campo), Apartado 11044, Madrid 11.

Chemicals and allied industries, including plastics

1975

GOTHENBURG:
Chemical Exhibition (Kemimassa)—25-29 November 1975
Apply: Svenska Massan Stiftelse, S-41251, Gothenburg, Sweden (Tel. 031 200 000. Telex 20600 Maessan S).

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1976

BASLE:
International Exhibition of Colour Technology for the Paint, Plastics, Printing Ink and Allied Industries—7-11 September 1976
Apply: Mack Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Herts AL1 3XT. (Tel. (56) 63213).

1977

BRUSSELS:
International Plastics Exhibition (Europlastica)—March 1977
Apply: Europlastica, Palais du Centenaire B-1020 Brussels (Tel. 02/78.48.60. Telex 23.643).

Clothing

1975

DUSSELDORF:
International Fashion Show (Igedo)—26-30 October 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

1976

GOTHENBURG:
International Fashion Week (Mode)—March 1976
Apply: Svenska Massan Stiftelse, S-41251, Gothenburg, Sweden (Tel. 031 200 000. Telex 20600 Maessan S).

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter) Spring Session—3-7 April 1976.
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

VIENNA:
Ladies' Fashion Show—4-6 April 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London S.W.7 (Tel. 01-584 6938).

BERLIN:
Fashion Week (including Interchic)—4-7 April 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1976
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

AMSTERDAM:
Men's Fashion Trade Fair (Herenmodebeurs)—6-8 September 1976
Apply: RAI, Europaplein, Amsterdam, The Netherlands, (Tel. 020 5411 411. Telex 16017).

VIENNA:
Ladies' Fashion Show—10-12 October 1976
* Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

BERLIN:
Fashion Week (including Interchic)—10-13 October 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter) Autumn Session—23-27 October 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

WIESBADEN:
Internationale Millinery Trade Fair (Interhut)—November 1976
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

1977

DUSSELDORF:
International Fashion Show (Igedo)—March 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

DUSSELDORF:
International Fashion Show (Igedo)—April 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

VIENNA:
Ladies' Fashion Show—April 1977
* Apply: Office of the Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter) Spring Session—April 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

MUNICH:
International Fashion Week—13-17 April 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERLIN:
Fashion Week (including Interchic)—14-17 April 1977
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1977
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

DUSSELDORF:
International Fashion Show (Igedo)—September 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

VIENNA:
Ladies' Fashion Show—October 1977
* Apply: Office of the Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

DUSSELDORF:
International Fashion Show (Igedo)—October 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter) Autumn Session—October 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

MUNICH:
International Fashion Week—2-6 October 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERLIN:
Fashion Week (including Interchic)—9-12 October 1977
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

WIESBADEN:
International Millinery Trade Fair (Interhut)—November 1977
* Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main, Kaiserstrasse 64.

Display and shop equipment

1975

BRNO:
Display Art Exhibition (Arbien)—26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200/8235).

ZAGREB:
7th International Exhibition of Tourism and Catering and Shop Equipment (TU-EX)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel: 01-486 1951).

PARIS:
International Retail Trades Equipment Show (Equip' Mag)—20-24 November 1975
Apply: French Trade Exhibition, 196 Sloane Street, London S.W.1 (Tel. 01-235 3234/5).

1976

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (TU-EX '76)—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

PARIS:
International Shopfitting and Trade Equipment Exhibition (Equipmag)—November 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234).

Engineering, electrical and electronic, including radio and television

1975

BRNO:
International Film and Television Fair (Filmforum)—26 October-3 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

DUBLIN:
The Irish Electronics Show (Itron)—4-6 November 1975
Apply: Euro Marketing Services Ltd., 9 Herbert Place, Dublin 2 (Tel. 763247/8).

BRUSSELS:
International Electricity Fair (Interelectronic)—25-29 November 1975
Apply: Fair, Avenue Moliere 74, 1180 Brussels.

1976

COPENHAGEN:
Scandinavian Lighting Fair (Luxpo '76)—17-21 January 1976
Apply: Bella Centre, Center Boulevard, DK-2300, Copenhagen S. (Tel. (01) 51 88 11. Telex 31188 Bella DK).

GOTHENBURG:
Scandinavian Lighting Fair (Skandinavisk Beslysningsmassa)—21-25 January 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 000. Telex 20600 Maessan S).

PARIS:
International Festival of Sound—8-15 March 1976
Apply: S.D.S.A., 14 Rue de Presles, Paris 75015.

PARIS:
International Woodworking Machinery Exhibition (Expobois)—3-8 April 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

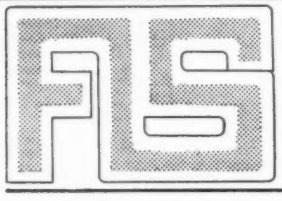
PARIS:
Electrical Equipment Exhibition—10-17 June 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London S.W.1 (Tel. 01-235 3234/5).

AMSTERDAM:
International Radio and TV Exhibition (Firato 76)—27 August-5 September 1976
Apply: RAI, Europaplein, Amsterdam, The Netherlands, (Tel. 020-5411 411. Telex 16017).

CANNES:
Market for Videocassette Programmes and Equipment (Vidcom)—24-29 September 1976
Apply: R. Buckle, 25 Berkeley House, Hay Hill, London W1X 8JB (Tel. 01-493 5563).

UTRECHT:
Exhibition of Equipment for Production, Transportation and Distribution of Electricity including Measuring, Regulating and Control Equipment (Electrotechniek)—September/October 1976
Apply: Exhibition Consultants, 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

COPENHAGEN:
Electrical Equipment Exhibition (EL '76)—15-24 October 1976
Apply: Bella Center, Center Boulevard, DK-2300, Copenhagen S (Tel. (01) 51 88 11. Telex Telex 31 188 Bella DK).



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BRNO:
International Film and Television Fair—31 October-6 November 1976
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London (Tel. 935 8200).

1977

PARIS:
International Audio-Visual Exhibition (Means of Expression)—1977
Apply: M. Boissinot, Societe Pour La Diffusion des Sciences et des Arts. S.D.S.A. 14 rue de Presles, 75015 Paris.

PARIS:
International Festival of Sound—March 1977
Apply: S.D.S.A. 14 rue de Presles, Paris 75740 Cedex 15 (Tel. 273 2470).

STUTTGART:
International Electronics Packaging Convention and Exhibition (Internepcon Europa)—Spring 1977
Apply: CES (Overseas) Ltd, Bridge House, 181 Queen Victoria Street, London E.C.4 (Tel. 01-236 0911).

CANNES:
Market for Videocassette Programmes and Equipment—(Vidcom)—September 1977
Apply: R. Buckle, 25 Berkeley House, Hay Hill, London WIX 8JB (Tel. 01-493 5563).

VIENNA:
International Electronics Exhibition (Industrielle Elektronik)—October 1977
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, SW7 5ER (Tel: 01-584 6938).

Engineering, other

1976

BASLE:
4th International Fair for Mechanical Handling (IFM '76)—25 February-4 March 1976
Apply: Messesekeetarait IFM 76, c/o Schweizer Mustermesse, Postfach, CH4021, Basle.

HAMBURG:
Exhibition and Conference on Automatic Testing—23-26 March 1976
Apply: Hamburg Fairs and Congress Company, 13 College Place, Southampton, Hants SO1 2FE (Tel. 0703-31134/5).

GOTHENBURG:
International Industrial Trade Fair (ISM '76)—6-11 April 1976
Apply: Svenska Massan Foundation, Skanegatan 26, S-41251 Gothenburg, Sweden (Tel. (031) 200 000, Telex 20600).

PARIS:
French Machine Tool and Mechanical Factory Equipment Exhibition—7-14 May 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

ZAGREB:
7th International Welding Fair—18-22 May 1976
•Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

HELSINKI:
International Mechanical Handling and Transport Exhibition (Kuljetus '76)—26-30 May 1976
Apply: Suomen Kuljetustaloudellinen, Yhdistys Ry, Katajanokawkatu 5D 14, 00160 Helsinki 16, Finland.

BASLE:
7th International Diecasting Exhibition—June 1976
Apply: Mack Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Herts AL1 3XT (Tel. (56) 63213).

ZAGREB:
3rd International Exhibition of Machine-Tools and Tools (BIAM)—14-19 June 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Exhibition of Winter Service Equipment and Appliances (Winter-Dienst 76)—4-7 September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

BRUSSELS:
International Exhibition of Civil Engineering and Construction Site Equipment (Intermat)—4-12 June 1977
Apply: Foire Internationale de Bruxelles, Palais du Centenaire, B-1020, Brussels.

Foodstuffs, food machinery, hotel and catering equipment

1975

BRNO:
International Catering Exhibition (Inteco)—26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

BARCELONA:
International Hotel Equipment Exhibition (Hogarhotel 15)—12-23 November 1975
Apply: Avenida de Maria Cristina, Parque de Montjuich, Barcelona.

GENOA:
International Hotel and Tourist Equipment Exhibition (Tecnhotel)—15-23 November 1975
Apply: Ente Autonomo Fiera Internazionale di Genova, Piazzale J. F. Kennedy, 16129 Genoa.

GENOA:
International Wines and Spirits Exhibition (BIBE)—15-23 November 1975
Apply: Ente Autonomo Fiera Internazionale di Genova, Piazzale J. F. Kennedy, 16129 Genoa.

ZAGREB:
7th International Exhibition of Tourism and Catering and Shop Equipment (TU-EX)—17-22 November 1975
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Exhibition of Hotel and Catering Trades (Igafa)—21-26 November 1975
Apply:-Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

UTRECHT:
International Food Fair (ROKA)—1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Chocolate Biscuit and Confectionary Exhibition—January 1976
• Apply: M. J. Deschoenmacker, Sogestor SPRL, Rue Duquesnoy 14, B1000 Brussels.

HAMBURG:
International Trade Fair for the Hotel, Catering and Bakery Trade—14-19 March 1976
Apply: Hamburg Fairs and Congress Company, 13 College Place, Southampton, Hants (Tel. 0703-31134).

BRUSSELS:
European Professional Fair for the Meat Industry (Eurobeef)—14-21 March 1976
Apply: CEMA asbl., Rue du Progres, 52-1000 Brussels (Tel. 02/217 31 02-219 08 81).

BARCELONA:
International Food Exhibition—20-28 March 1976
Apply: Salon Internacional de la Alimentacion, Avda. Maria Cristina, Placio No. 1, Barcelona.

ELMIA, JONKOPING, SWEDEN:
International Fair for Food Technology—22-26 March 1976
Apply: Elmia AB, Box 6066, S-550 06 Jonkoping, Sweden (Tel. 036/11 90 60).

STUTTGART:
International Trade Fair for the Hotel, Catering and Bakery Trades (intergastra)—1-8 April 1976
† Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
International Bakery and Pastry Exhibition (Europain)—3-12 April 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

SALONIKA:
International Fair of Foods—Beverages and Machines—4-11 April 1976
Apply: Thessaloniki International Fair, Thessaloniki, Greece.

ZAGREB:
16th International Food Fair—22-27 April 1976
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (TU-EX '76)—22-27 April 1976
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition of Confectionery Chocolate and Biscuits (Intersuc)—24-28 April 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

BERLIN:
Trade Fair for Communal Catering (Multiserva '76)—31 May-3 June 1976
Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

MUNICH:
International Food Industry Trade Fair (Ikofa)—16-22 September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

FRANKFURT:
Federal German Hotel and Restaurant Trade Show—21-28 October 1976
Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4P 4AD (Tel. 01-236 5050).

PARIS:
International Exhibition for the Malt and Beer Industries—November 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Bottling Equipment and Allied Industries Exhibition—15-20 November 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Food Equipment Industries Exhibition (Materal)—15-20 November 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

1977

WIESBADEN:
Trade Fair for Cafe and Patisserie Equipment (Inter Kondica '77)—1977
Apply: Ausstelleruerzeichnis, Mit Lageplan, Branchenverzeichnis, Leistungsschau.

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (Intersuc)—April 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

MUNICH:
International Exhibition of Hotel and Catering Trades (Igafa)—25-30 November 1977
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Footwear

1976

ZAGREB:
25th International Leather and Footwear Week—24-28 February 1976
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

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Furniture, furnishings, household equipment and hardware

1975

CHARLEROI:
International Household Exhibition—1-16 November 1975
Apply: Palais des Expositions, Avenue de l'Europe, Charleroi.

1976

PARIS:
National Furniture Exhibition—15-19 January 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

WELS:
Trade Exhibition for Home Furnishing and Floor Covering (TEX-BO)—29 January-1 March 1976
Apply: The Austrian Commercial Delegation, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

MILAN:
International Exhibition of Household Goods, Glass and Chinaware, Silverware, Gift Articles (Macef)—12-16 February 1976
Apply: Segreteria Generale della Fierra di Milano, Largo Domodossola 1, 20145 Milano, Italy (Telex 37360 Fieramil).

PARIS:
International Arts of Home-Making Exhibition (Arts Menagers)—28 February-2 March 1976
• Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

COPENHAGEN:
Scandinavian Hardware Fair—March 1976
Apply: Bella Center, Center Boulevard, DK-2300, Copenhagen S (Tel. (01) 518811, Telex 31188 Bella DK).

MILAN:
International Exhibition of Kitchen Furniture (Eurocucina)—6-9 March 1976
Apply: Segreteria Generale della Fiera di Milano, Largo Domodossola 1, 20145 Milano, Italy (Telex 37360 Fieramil).

CHICAGO—McCORNICLE PLACE:
National Home Center/Home Improvement Congress Exposition—7-10 March 1976
Contact: Marvin Park, 600 Talcott Road, Park Ridge, Illinois 60068.

PARIS:
Materials and Items to be used for the Manufacture of Furniture, Chairs and Bedding (Approfal)—3-8 April 1976
Apply: Commissariat General, Comite des Expositions, 7 rue Copernic, 75782 Paris Cedex 16 (Tel. 553 86 30).

ZAGREB:
4th International Furniture and Timber Industry Fair—22-27 April 1976
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

AMSTERDAM:
International Household Fair (Huishoudbeurs '76)—23 April-2 May 1976
Apply RAI, Europaplein, Amsterdam, The Netherlands (Tel. 020-5411 411, Telex 16017).

ST. GALLEN:
International Furniture Fair (Intermoebel)—September 1976
Apply: Intexpo, Museumstrasse 1, 9004 St. Gallen.

UTRECHT:
Soft Furnishings Exhibition (Inter Decor)—September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BASLE:
International Hardware Fair (Interferex)—5-7 September 1976
Apply: Interferex AG, CH-8001, Zurich.

1977

PARIS:
International Arts of Home-Making Exhibition (Arts Menagers)—February 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

AMSTERDAM:
International Household Fair (Huishoudbeurs)—April 1977
Apply RAI Europaplein, Amsterdam, The Netherlands (Tel. 020-5411 411, Telex 16017).

Heating and ventilating

1976

MILAN:
Exhibition and Congress for Heating and Ventilating, Refrigeration and Sanitary Engineering (Mostra Covegno)—1-7 March 1976
Apply: Direzione E. Segreteria, 20126 Milano, via Fratelli, Bressan 2.

Horticulture and horticultural equipment

1975

GHENT:
International Exhibition for Horticultural Technology—28 November-1 December 1975
Apply: Centre de Foires, Professionnelles et de Salons, Lange Kruisstraat 7, B-9000 Ghent.

1976

GOTHENBURG:
Gardening Tools and Plants Exhibition (Tradgard Och Fritid)—10-14 March 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000, Telex 20600 Maessan S).

GENOA:
3rd International Flower and Ornamental Plants Exhibition (Euroflora)—24 April-2 May 1976
Apply: Ente Autonomo Fiera Internasionale di Genova, Casella Postale 1834, Genova, Italy.

STUTTGART:
The Building and Landscaping of Garden Parks, Sports Areas and Open Spaces (Galabau '76)—11-13 June 1976
Apply: CES (Overseas) Ltd., 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

KARLSRUHE:
Trade Exhibition for Commercial Horticulture (Technik im Gartenbau)—24-27 September 1976
Apply: Ausstellungs-und Kongress GmbH, 75 Karlsruhe 1, Festplatz 1-3, Postfach 1208 (Tel. (0)21 232 26).

1977

STUTTGART:
Amateur Gardener's Exhibition (Dein-Garten)—23-27 March 1977
† Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

STUTTGART:
Federal Garden Show—29 April-23 October 1977
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Hospital, medical, surgical and dental equipment

1975

SIBENIK—YUGOSLAVIA:
11 Congress of Psychotherapeuticians of Yugoslavia—October 1975
Apply: Association of Psychotherapeuticians of Yugoslavia, Secretary General E. Klajin, Centre for Protection of Mental Wholesomeness Clinic, 41000 Zagreb.

1976

COPENHAGEN:
9th International Dental Fair (Scandefa '76)—3-5 January 1976
Apply: The Bella Centre, Center Boulevard DK-2300, Copenhagen, Denmark (Tel. (01) 518811).

DUBLIN:
Irish Medical Engineering, Hospital Equipment Supplies and Services Exhibition (IMED)—7-14 April 1976
Apply: Euro Marketing Services Ltd., 9 Herbert Place, Dublin.

MUNICH:
93rd Congress and Exhibition of the German Surgical Society—28 April-1 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

NUREMBERG:
Exhibition for Hospital Equipment and Supplies (FAB)—18-21 May 1976
Apply: NMA Nürnberger Messe-und Ausstellungs-Gesellschaft GmbH, 85 Nürnberg, Messe-Zentrum (Tel. (0911) 8 66 31.

BASLE:
International Fair for Medical Electronics and Bioengineering (Medex)—15-18 June 1976
Apply: Swiss Industries Fair, 4021 Basle (Tel. 061/26 20 20).

VIENNA:
6th International Trade Exhibition of Medical and Hospital Equipment (IFAS)—October 1976
Apply: Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

PARIS:
International Dental Congress and Exhibition—November 1976
Apply: Jacques Charon, Secretariat General, 22 Avenue de Villiers, 75017 Paris (Tel. 924 85 32).

BRUSSELS:
INCOF (International Optical Fair)—20-23 November 1976
Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

1977

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—May 1977
Apply: Arbeitsgemeinschaft fur Fachmessen, Sekretariat, Hofackerstrasse 36, 8032 Zurich.

Jewellery and giftware

1976

GOTHENBURG:
Pack Upp (Giftware Show)—January 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 000. Telex. 20600 Maessan S).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—16-21 January 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

VICENZA:
International Jewellers, Goldsmiths and Silversmiths Exhibition—18-25 January 1976
Apply: Ente Fiera di Vicenza, Viale Degli Scaligeri, C.P.333, 36100 Vicenza.

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—18-26 January 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery and Silverware with their Manufacturing Equipment (Ihorgenta)—14-17 February 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—5-13 September 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Exhibition of Art Manufacturers 'Ateliers d'Art)—8-13 September 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

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1977

VICENZA:
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Apply: Ente Fierra di Vicenza, Viale Degli Scaligeri, C.P.333, 36100 Vicenza.

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—January 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—January 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment—March 1977
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—September 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—September 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Leather, leather goods and fur

1975

PIRMASENS:
Leather Week—4-6 November 1975
Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851).

1976

BRUSSELS:
International Leather Goods Exhibition—January 1976
• Apply: Cenem, Rue du Progress 34, B1000 Brussels.

PARIS:
Leathergoods and Luggage Exhibition—11-15 January 1976
Apply: M. Thomas, Salon de la Maroquinerie et Articles de Voyage, 6 Rue Beranger, 75003 Paris.

SALONIKA:
International Fur Trade Fair—24-28 January 1976
Apply: Thessaloniki International Fair, Thessaloniki, Greece.

ZAGREB:
25th International Leather and Footwear Week—24-28 February 1976
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PIRMASENS:
Leather Week—14-18 May 1976
• Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851).

OFFENBACH:
International Leather Goods Fair—August 1976
Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main, 1 Kaiserstrasse 108-112.

PIRMASENS:
Leather Week—9-11 November 1976
• Apply: Pirmasenser Messe GmbH, 678 Piramsens, Dankelsbachstrasse 19 (Tel. 06331-851).

1977

PARIS:
International Leather Goods and Luggage Exhibition—January 1977
Apply: M. Thomas, Salon de la Maroquinerie et Articles de Voyage, 6 Rue Beranger, 75003 Paris (Tel. 272 94 71).

OFFENBACH:
International Leather Goods Fair—February/March 1977
Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main, 1 Kaiserstrasse, 108-112.

PIRMASENS:
Leather Week—May 1977
• Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851).

OFFENBACH:
International Leather Goods Fair—August 1977
Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main, 1 Kaiserstrasse 108-112.

PIRMASENS:
Leather Week—November 1977
• Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851).

Motor vehicles, motor cycles and cycles

1975

TURIN:
International Commercial Motor Show—1-9 November 1975
Apply: Torini Esposizioni, Corso Massimo d'Azeglio 15, Turin.

1976

GENEVA:
International Commercial Vehicle Show—24 January-1 February 1976
Apply: Salon International de l'Automobile, Quai Ernest Ansermet, Case Postale 65, 1211 Geneva.

AMSTERDAM:
International Two-Wheeler Show (Tweewider RAI '76)—21-29 February 1976
Apply: RAI Europaplein, Amsterdam, The Netherlands (Tel. 020 5411 411. Telex 16017).

GENEVA:
International Motor Show (Salon de l'Automobile)—11-21 March 1976
Apply: Salon International de l'Automobile, 1211 Geneva 4 (Tel. (022) 21 95 33).

BARCELONA:
International Motor Show—April/May 1976
Apply: Salon Internacional del Automovil, Av. Maria Cristina, Parquet de Montjuich, Barcelona.

DUSSELDORF:
The Fourth International Electric Vehicle Symposium—30 August-2 September 1976
Apply: Executive Secretary, Electric Vehicle Council, 90 Park Avenue, New York, N.Y. 10016 (Tel. 212 573 8700).

MUNICH:
Winter Services Equipment Fair—4-7 September 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

AMSTERDAM:
International Motor Show (Passenger Cars) (Personenauto RAI '77)—February 1977
Apply: RAI, Europaplein, Amsterdam, The Netherlands (Tel. 020 5411 411. Telex 16017).

AMSTERDAM:
International Trade Fair for Garage Equipment and Parts of Motor Cars (Autovak '77)—April 1977
Apply: RAI, Europaplein, Amsterdam, The Netherlands (Tel. 020 5411 411. Telex 16017).

AMSTERDAM:
Motor Cycle Show (RAI Motorweekend '77)—April 1977
Apply: RAI, Europaplein, Amsterdam, The Netherlands (Tel. 020 5411 411. Telex 16017).

BARCELONA:
International Motor Show—April/May 1977
Apply: Salon Internacional del Automovil, Av. Maria Cristina, Parque de Montjuich, Barcelona.

Music and musical instruments

1976

BRUSSELS:
Musical Instrument Exhibition—27 November-5 December 1976
Apply: Salon de la Musique, Palais du Centenaire, Brussels 1020, Belgium.

Office machinery and equipment

1975

COLOGNE:
Exhibition for Organisation and Technique in Office and Works (Orgatechnik)—October 1975
Apply: J. Naylor, Lufthansa House, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

MADRID:
International Office Equipment Fair (SIMO '75)—7-16 November 1975
Apply: Comite Organizador, Plaza Conde del Valle Suchil 8, Pabellon de Cristal, Feria del Campo, Madrid.

1976

VIENNA:
International Office Organisation Exhibition (Ifabo)—May 1976
• Apply: Office of the Austrian Foreign Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

STUTTGART:
Office Machinery and Office Furniture Exhibition (Das Moderne Buro)—September/October 1976
Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

FRANKFURT:
Office Supplies Exhibition—October 1976
• Apply: LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London EC4P 4AD (Tel. 01-236 5050).

TEL AVIV:
International Exhibition of Office Equipment, Data Processing and Printing (Timprint)—18-22 October 1976
Apply: Yerid Hamizrakh Exhibitions Co. Ltd., P.O. Box 21075, Tel Aviv 61210.

ZAGREB:
8th International Exhibition of Data Processing Systems and Office Equipment (Interbiro '76)—18-23 October 1976
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
Trade Exhibition of Office Machines, Office Furniture and Organisational Methods (BURO)—3-5 November 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

VIENNA:
International Office Organisation Exhibition (Ifabo)—May 1977
• Apply: Office of the Austrian Foreign Representative, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

BERLIN:
Office Equipment Exhibition (Buro-Data)—October 1977
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

Packaging machinery and materials, including containers

1976

MILAN:
International Exhibition of Packing and Wrapping, Internal Factory, Conveyor Transport and Food Industry Machinery—16-22 February 1976
Apply: Segreteria Generale della Fiera di Milano, Largo Domodossola 1, 20145 Milano, Italy (Telex 37360 Fieramil).

ZAGREB:
7th International Packaging Fair (Modernpak)—22-27 April 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

UTRECHT:
International Packaging Exhibition (Macropak—10-15 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

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TEL AVIV:
International Packaging Exhibition (Ispack)—17-21 May 1976
Apply: Yerid Hamizrakh Exhibitions Co. Ltd., P.O. Box 21075, Tel Aviv 61210, Israel (Tel. 4747131).

BRUSSELS:
5th International Packaging Show (Propack)—22-26 May 1976
Apply: Palais du Centenaire, B-1020 Brussels, Belgium (Telex 26643).

DUBLIN:
Irish Packaging Exhibition—20-23 September 1976
Apply: Industrial Trade Fairs (Ireland) Ltd., City Hall, Deansgate, Manchester M3 4PM.

PADUA:
International Exhibition of Mechanical Handling, Storage, Distribution—6-10 October 1976
Apply: E.A. Fiera Internazionale di Padova, via N. Tommaseo, 59-1-35100 Padova (Tel. (049) 38 620).

GOTHENBURG:
Scanpack Packaging Fair—19-24 October 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000. Telex 20600 Maessan S).

1977

BASLE:
International Packaging Exhibition (Swiss Pack)—17-25 May 1977
Apply: Schweizer Mustermesse, 4021 Basle (Tel. 061/26 20 20).

Pottery and Glass

1976

PARIS:
International Exhibition of China, Glassware, Pottery, Silverware, Jewellery, Watches and Clocks (Sifbihor)—28-31 March 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234).

Printing, stationery and printing machinery

1976

GRENOBLE:
3rd International Exhibition of the Paper Industry (IP '76)—22-26 March 1976
Apply: Comité d'organisation IP '76 av. d Innsbruck 38029, Grenoble, Cedex France (Tel. 76/09 80 26).

PARIS:
French Biennial Exhibition of Printing and Associated Industries (Graphitec)—10-16 June 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234).

BASLE:
International Exhibition of Colour Technology for the Paint, Plastics, Printing Ink and Allied Industries—7-11 September 1976
Apply: Mack Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Herts AL1 3XT (Tel. (56) 62213).

GOTHENBURG:
Reproduction, Printing, Paper Exhibition (Contact)—17-21 November 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg (Tel. 031 200 000. Telex 20600 Maessan S).

Scientific instruments and nuclear equipment

1975

BUCHAREST:
Exhibition of British Scientific Instrumentation—Autumn 1975
Apply: Publicom Romanian International Agency, Boulevard N. Balescu, Bucharest, Romania.

1976

BRUSSELS:
3rd International Euromation Exhibition—22-26 May 1976
Apply: 3rd International Euromation Exhibition, Jan Van Rijswijcklaan 58, B-2000 Antwerp, Belgium.

1977

BORDEAUX:
International Exhibition and Colloquium on Nuclear Techniques and New Sources of Energy (Energiexpo)—24-28 January 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Ships and boats

1975

ZAGREB:
4th International Nautical Show (Internautika)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

MUNICH:
Caravan, Boat and Accessories Exhibition—7-15 February 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERLIN:
International Boat Show and Watersport Exhibition—28 February-7 March 1976
* Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

ZAGREB:
International Nautical Show (Internautika '76)—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GOTHENBURG:
Sea Transport and Shipbuilding Exhibition (Maritime) 12-16 May 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 000. Telex 20600 Maessan S).

GOTHENBURG:
Floating Boat Show—24-27 September 1976
Apply: Svenska Massan Stiftelse, S-41251 Gothenburg, Sweden (Tel. 031 200 000. Telex 20600 Maessan S).

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—September/October 1976
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943A Brighton Road, Purley, Surrey (Tel. 01-668 2467).

COPENHAGEN:
International Boat Show—6-14 November 1976
Apply: Bella Centre, Centre Boulevard, DK2300 Copenhagen (Tel. (01) 51 8811. Telex 31188 Bella DK).

Sports goods and camping equipment, including caravans

1975

DUSSELDORF:
Mobilheim 1975—25 October-2 November 1975
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

BRUSSELS:
International Caravan and Winter Sports Exhibition—November 1975
Apply: Vac Expo, Avenue Charles Quint 345, B1080 Brussels.

ZAGREB:
4th International Fair of Sports and Recreation Equipment (Sportex)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

STUTTGART:
International Exhibition for Caravaning, Motoring and Tourism (CMT)—24 January-1 February 1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

MUNICH:
Caravan, Boat and Accessories Exhibition—7-15 February 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Sports Equipment Fair (ISPO)—26-29 February 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GRENOBLE:
International Winter Sports Exhibition (Alpexpo)—March 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

ZAGREB:
International Fair of Sports and Recreation Equipment (Sportex '76)—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
International Collectors' Exchange and German Weapon Fair (ISA '76)—26-30 May 1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

JONKOPING—SWEDEN:
International Trade Fair for Sport and Open Air Activities—23-27 August 1976
Apply: Elmia AB, Box 6066, S-550 06, Jonkoping, Sweden (Tel. 036/11 90 60).

PARIS:
Summer Sports and Leisure Exhibition (Sisel)—19-21 September 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

ESSEN:
International Caravan Exhibition (IDFA)—25 September-3 October 1976
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 9947).

PARIS:
International Caravan Exhibition—October 1976
Apply: M. Rotivel, 35 Rue des Renaudes, 75017 Paris.

1977

STUTTGART:
International Exhibition for Caravans, Motors and Tourism (CMT)—22-30 January 1977
Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

MUNICH:
Caravan, Boat and Accessories Exhibition—5-13 February 1977
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Sports Equipment Fair (ISPO)—24-27 February 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GRENOBLE:
International Winter Sports Exhibition (Alpexpo)—March 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

STUTTGART:
International Collectors' Exchange and German Weapon Fair (ISA '77)—May 1977
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—September/October 1977
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943A Brighton Road, Purley, Surrey (Tel. 01-668 2467).

Textiles and textile machinery

1975

ZAGREB:
International Contract-Making on Textile Products (Kutex)—3-5 November 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1976

ZAGREB:
3rd International Textile Industry Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Toys and games

1976

PARIS:
International Toy Exhibition—14-20 February 1976
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

VALENCIA:
International Toy Fair—21-27 February 1976
Apply: Feria Internacional del Juguete, Benimamet Palacio Ferial, Apartado 476, Valenca.

1977

PARIS:
International Toy Exhibition—February 1977
Apply: French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

Watches and clocks

1976

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Stones and Silverware (Inhorgenta)—14-17 February 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BESANCON:
International Clock and Watchmaking Industries Exhibition (Micronora)—May 1976
Apply: M. Lagranget Parc des Expositions Planoise, 25 Besancon.

BERNE:
International Exhibition for Miniaturised Automation—22-27 September 1975
Apply: Sama International, Case Postale 1052, CH-2501 Bienne (Tel. 032 23 66 36).

1977

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Stones and Silverware (Inhorgenta)—12-15 February 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1975

MILAN:
Industrial Cleaning, Maintenance and Sanitation Exhibition (Pulisan)—20-24 November 1975
* Apply: Via P. da Cannobio, 9 20122 Milan.

1976

PARIS:
Industrial Cleaning and Waste Disposal Exhibition—1976
Apply: Societe Progeco, 24 Rue du Rocher, 75088 Paris.

PARIS:
Man, Air, Water, Noise and Waste Exhibition (Environnement-Expo)—15-18 June 1976
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PADOVA:
Congress of the International Solid Wastes and Publ.c Cleansing and Exhibition (Sep/Pollution)—20-27 June 1976
Apply: The Secretary, I.S.W.A. Sep/Pollution, Fiera Internazionale di Padova, via N. Tommaseo, 59, 35100, Padova, Italy.

GOTHENBURG:
Scancorr (Anti-corrosion Fair)—17-21 November 1976
Apply: Svenska Massan Stiftelse, S-41251, Gothenburg (Tel. 031 200 000. Telex 20600 Maessan S).

Other specialised fairs

1975

BRNO:
Display Art Exhibition (Arbien)—26 October-2 November 1975
Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200 and 8235).

PARIS:
Do-It-Yourself Exhibition (Bricolage)—30 October-11 November 1975
Apply: M. Devos, 42 Rue du Louvre, 75001, Paris (Tel. 231 40 31).

GOTHENBURG:
Environmental Care (Scanmiljo)—November 1975
Apply: Svenska Massan Skanegaten, 26, S-412-51, Goteborg, Sweden (Tel. (031) 20 0000).

GOTHENBURG:
Education and Training Equipment Exhibition (Utbildning)—11-14 November 1975
Apply: Svenska Massan Stiftelse. 2-41251. Gothenburg, Sweden (Tel. 031 200 000. Telex 20600 Maessan S).

MUNICH:
International Exhibition of Technical Systems and Apparatus for Educational Purposes (Visodata)—11-14 November 1975
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
7th International Exhibition of Tourism and Catering and Shop Equipment (TU-EX)—17-22 November 1975
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GENEVA:
International Exhibition of Inventions and New Techniques—28 November-7 December 1975
Apply: International Commercial Network Ltd., 17 Victoria Avenue, Harrogate, Yorks.

PARIS (LE BOURGET):
International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo)—1-4 December 1975
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
International Industrial Fastener Engineering Exhibition (Interfast)—1-5 December 1975
Apply: Exhibitions for Industry Ltd., 157 Station Road East, Uxted RH8 0QF, Surrey (Tel. Oxted 4371. Telex 95359).

1976

BASLE:
International Exhibition for the Non-Woven Fabrics, Disposables, and Short Life Products Industries (Interslix)—27-31 January 1976
Apply: Mack Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans AL1 3XT, Herts.

BASLE:
4th International Mechanical Handling Exhibition (IFM '76)—25 February-4 March 1976
Apply: Swiss Industries Fair, Postfach, Basle 4021, Switzerland.

MUNICH:
International Light Industries and Handicrafts Fair (IHM)—13-21 March 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

UTRECHT:
Techni-Show—22-27 March 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. 01-486 1951).

BOLOGNA:
International Perfumery and Cosmetics Exhibition—April 1976
Apply: Ente Fiere Bologna, Piazza Costituzione 6, 40128 Bologna.

ZAGREB:
6th International Mining Fair—22-27 April 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951)

ZAGREB:
17th International Crafts Fair—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

ZAGREB:
International Exhibition of Tourism and the Hotel, Catering and Shop Equipment (TU-EX) '75—22-27 April 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
International Collectors' Exchange and German Weapon Fair (ISA '76)—May 1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

ZURICH:
2nd World Tobacco Conference and Exhibition—4-8 May 1976
Apply: R. H. Moll, Esq., 2nd World Tobacco Conference, Queensway House, 2 Queensway, Redhill, Surrey RH1 1QS (Tel. Redhill 68611).

OSLO:
International Forum for Increased Energy Economy (Energia '76)—11-15 May 1976
Apply: Norges Varemesse, PO Box 130, Skøyen, Oslo 2, Norway (Telex 18748 Messe N).

BRNO:
International Inventions and Innovations Exhibition (Invex)—16-27 May 1976
Apply: Fairs and Exhibition Ltd., 21 Park Square East, Regents Park, London, N.W.1 (Tel. 01-935 8200).

DORTMUND:
International Schools Exhibition—17-21 May 1976
Apply: DAS Schulverwaltungsant der Stadt Dortmund, Schulaustellung, 4600, Dortmund, Balkenstrasse 12-2o.

ZAGREB:
3rd International Exhibition of Material Protection and Industrial Finish (Anticorrosion)—18-22 May 1976
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BASLE:
'Animals and Man' Information Show and Exhibition—22-30 May 1976
Apply: Swiss Industries Fair, 4021 Basle, Switzerland.

HELSINKI:
Horse and Riding Equipment Show (Saddles, Riding-wear, Stable Utensils, Horse-Boxes etc.)—11-13 June 1976
Apply: Hevosjalostusliitto Lamminverisiitosta Varten R.Y. Kurby, 10300, Karjaa, Finland.

COPENHAGEN:
International Exhibition of Materials, Handling and Material Flow Systems, in Production, Warehouse and Transport (Trans-76)—1-4 September 1976
Apply: Bella Centret, Center Boulevard, DK-2300 Copenhagen (Tel: (01) 51 88 11. Telex 31188 Bella DK).

STUTTGART:
International Trade Exhibition for Home Improvement Supplies (Do-It-Yourself)—8-12 September 1976
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

GENEVA:
International Industrial Safety and Security Exhibition (Eurosaf)—13-17 September 1976
Apply: Exhibitions For Industry Ltd., 157 Station Road East, Oxted, Surrey RH8 0QF (Tel. (988) 4371).

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Tel: (0909) 3275

BASLE:
2nd International Knitting Machinery Exhibition—21-25 September 1976
Apply: Mack Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Herts AL1 3XT (Tel. (56) 63213).

BERNE:
International Exhibition for Miniaturized Automation—22-27 September 1976
Apply: Sama International, Case Postale 1052, CH-2501 Bienne (Tel. 032 23 66 36).

GENEVA:
Interactive Computer Graphics Conference and Exhibition—5-8 October 1976
Apply Mack-Brooks Exhibitions Ltd., 62/64 Victoria Street, St. Albans, Herts AL1 3XT (Tel. (56) 63213).

BORDEAUX:
Blinds and Shutters Exhibition (Storexpo)—1-5 December 1976
Apply: Foire Internationale de Bordeaux, Boite Postale No. 55, Grand Parc, 33 Bordeaux (Tel. 44 83 15).

PARIS (LE BOURGET):
International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo)—13-15 December 1976
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

MUNICH:
Caravan, Boat and Accessories Exhibition—February 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery and Silverware (Inhorgenta)—12-15 February 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BORDEAUX:
Oceanexpo/Interfishing—8-13 March 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Light Industries and Handicraft Fair (IHM) Spring 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition of Advanced Transportation Systems (Transport-Expo)—19-24 April 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
International Collectors' Exchange and German Weapons Fair (ISA '77)— 18-22 May 1977
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

AMSTERDAM:
International Stamp Exhibition (Amphilex)—June 1977
Apply: RAI, Europaplein, Amsterdam, The Netherlands (Tel 020 5 411 411. Telex 16017).

STUTTGART:
International Shutter and Blinds Fair (R. '77)—9-12 June 1977
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

STUTTGART:
International Trade Exhibition for Home Improvement Supplies (Do-It-Yourself)—7-11 September 1977
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS (LE BOURGET):
Technical Assembly Days—13-16 September 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Section 3
Trade fairs and exhibitions outside Europe

General fairs

1975

GUATEMALA:
International Fair of Guatemala—31 October-16 November 1975
Apply: Comite Permanente de Exposiciones, Parque CentroAmerica, 8A Calle 2-33, Guatemala, C.A.

LIMA:
Pacific International Trade Fair—November 1975
Apply: L. Noya, 11-13 Baker Street, London, W.1 (Tel. 01-486 4581-2).

1976

SYDNEY:
Australian International Trade Fair—13-22 February 1976
Apply: Hoyts National Exhibitions, 8 Wilmot Street, Sydney NSW 2000.

TRIPOLI:
International Trade Fair—March 1976
Apply: Fairs General Board, PO Box 891, Tripoli, Libya.

SYDNEY:
Royal Easter Show—9-20 April 1976
* Apply: Royal Agricultural Society of New South Wales, Driver Avenue, RAS Showground, Paddington NSW 2021.

Agriculture, forestry, fishing and agricultural machinery

1975

SYDNEY:
Orange National Field Days—10-13 November 1975
Apply: Orange Field Day Corporation Ltd., 205 Anson Street, Orange, NSW 2800.

1976

ATLANTA:
South-Eastern International Poultry Convention—26-29 January 1976
Apply: Mr. Harold E. Ford, South Eastern Poultry and Egg Association, 1456 Church Street, Decatur, Georgia 30030.

TULARE:
California Farm Equipment Show—10-12 February 1976
Apply: Dan T. Johns, Greater Tulare Chamber of Commerce, PO Box 1475, Tulare, Cal. 93274.

LOUISVILLE:
National Farm Machinery Show—11-14 February 1976
Apply: Mr. Les Carlisle, Kentucky Fair and Exhibition Centre, PO Box 21179, Louisville KY 40221.

KANSAS CITY:
Western Farm Show—February 1976
Apply: J. Keith Melvin, Business Manager, 638 W39th Street. Kansas City, MO 64111.

ADELAIDE:
Royal Agricultural and Horticultural Show—27 August-4 September 1976
Apply: Royal Agricultural and Horticultural Society of South Australia Inc., The Show Grounds, Wayville, South Australia 5034.

INDIANA:
Farm Progress Show—28-30 September 1976
Apply: Indiana Prairie Farmer, 1308 North Meridian Street (Mr. McKinnie), Indianapolis. Indiana 46202.

1977

TULARE:
California Farm Equipment Show—February 1977
Apply: Dan T. Johns, Greater Tulare Chamber of Commerce, PO Box 1475, Tulare, Cal. 93274.

LOUISVILLE:
National Farm Machinery Show—February 1977
Apply: Mr. L. Carlisle, Kentucky Fair and Exhibition Centre, PO Box 21179, Louisville, Kentucky 40221.

KANSAS:
Western Farm Show—February 1977
Apply: Keith Melvin, Business Manager, 638 W39th Street, Kansas City, MO. 64111.

HALIFAX:
World Fishing Exhibition—31 August-7 September 1977
Apply: World Fishing Exhibition, Floor 10, Riverside House, Hough Street, Woolwich SE18 6LR.

Chemicals and allied industries, including plastics

1976

ATLANTIC CITY:
National Plastics Exposition—September 1976
Apply: Rbt. T. Kenworthy, 866 United Nations Plaza, New York City, NY 10017.

Clothing

1976

NEW YORK:
National Fashion and Boutique Show— January 1976
Apply: Oscar Plunick, 10 West 33rd Street, New York, 10001.

LOS ANGELES:
MRA Marketplace '76—12-15 February 1976
Apply: D. S. Corcoran, Menswear Retailers of America, 390 National Press Building, Washington DC 20004.

LOS ANGELES:
National Fashion and Boutique Show—15-18 February 1976
Apply: Hotel McAlpin, Suite 2290, New York, NY 10001.

NEW YORK:
National Association Mens Sportswear Buyers Show—6-9 April 1976
Apply: Seymour Schimel, 185 Madison Avenue, New York, 10016.

NEW YORK:
National Fashion and Boutique Show—June 1976
Apply: Oscar Plunick, 10 West 33rd Street, New York, 10001.

LOS ANGELES:
3rd Semi-Annual California Boutique Show— 1976
Apply: California Mart Office, Suite A727. 110E 9th Street, Los Angeles. California 90015.

Engineering, electrical and electronic, including radio and television

1976

MEXICO CITY:
The International Conference and Exposition for Manufacturing in Mexico and Latin America (Intermexpo)—17-20 February 1976
Apply: William J. Hilty; Society of Manufacturing Engineers 20501 Ford Road, Dearborn, Michigan 48128.

SINGAPORE:
International Electronic and Industrial Fair (IEF '76)—2-6 October 1976
Apply: International Fair Promotion and Marketing Service Pte Ltd., Room 718, 7th Floor, Colombo Court, Singapore 6 (Tel. 39347).

Engineering, other

1975

CHICAGO:
World Energy Engineering Exposition and Congress—3-6 November 1975
Apply: Clapp and Poliak, Inc, 245 Park Avenue, New York, NY 10017.

1976

HOUSTON:
Southern Tool Exposition and Engineering Conference—27-29 January 1976
Apply: Society of Manufacturing Engineers, 20501 Ford Road, Dearborn, Michigan 48128 (Tel. (313) 271-1500).

PHILADELPHIA:
Plant Engineering and Maintenance Show—17-20 May 1976
Apply: Clapp and Poliak, 245 Park Avenue, New York City, NY 10017.

HALIFAX:
International Power Transmission and Control Exhibition—30 August-3 September 1976
Apply: Commercial Exhibitions and Publications Ltd., Riverside House, Hough Street, Woolwich, London SE18 6LR.

VANCOUVER:
Pacific Industrial Equipment and Materials Handling Show—16-18 November 1976
Apply: Roy Wilson, Norman Keenan and Associates, Crown House, Morden, Surrey (Tel. 01-540 1101).

USA:
American Surface Finishing Conference and Expo—1976
Apply: Show Organisers, 20501, Ford Road, Dearborn, Michigan 48128.

1977

USA:
International Die Casting Exposition and Congress—March 1977
Apply: The Society of Die Casting Engineers Inc., 16007 West 8 Mile Road, Detroit, Michigan 48235.

Foodstuffs, food machinery, hotel and catering equipment

1976

ANAHEIM:
National Candy Wholesalers, Winter Convention—23 February 1976
Apply National Candy Wholesalers Association, 1430 K Street NW, Washington, D.C. 20005.

Footwear

1976

NEW YORK:
Shoe Show/Foot Wear Fashion Show—8-10 February 1976
Apply: National Shoe Fair of America, 12 East 36th Street, Suite 1207, New York, NY 10016.

Furniture, furnishings, household equipment and hardware

1976

PUERTO RICO:
Hardware/Houseware Exhibition—6-8 February 1976
Apply: Jesus T. Pinero, 322 Rio Piedras, Puerto Rico 00927.

CHICAGO:
National Home Center/Home Improvement '76 Congress and Exposition—14-17 March 1976
Apply: National Home Center/Home Improvement Congress and Exposition, 600 Talcott Road, Park Ridge, Illinois 60068.

TEHRAN:
Saho—2-7 November 1976
Apply: Cavin and Tubiana OHG, D-4000 Dusseldorf 12, Heyestrasse 20-22, West Germany (Tel. 0211 284005-06. Telex 08588676 tuca d).

Heating and ventilating

1976

DALLAS:
International Air Conditioning, Heating and Refrigeration Exposition—2-4 February 1976
Apply: Mr. C. H. Stevens, International Exposition Co., 200 Park Avenue, New York, NY 10017.

TEHRAN:
Saho—2-7 November 1976
Apply: Cavin and Tubiana OHG, D-4000 Dusseldorf 12, Heyestrasse 20-22, West Germany (Tel. 0211 284005-06. Telex 08588676 tuca d).

Hospital, medical, surgical and dental equipment

1975

BUENOS AIRES:
World Congress of Proctology—26-31 October 1975
Apply: Dr. Arturo Heidenreich, 'CEN', Corrientos 1115-2 piso, Buenos Aires, Argentina.

1976

TEHRAN:
Iran Med—2-7 November 1976
Apply: Cavin and Tubiana OHG, D-4000 Dusseldorf 12, Heyestrasse 20-22, West Germany (Tel. 0211 284005-06. Telex 08588676 tuca d).

Jewellery and giftware

1976

NEW YORK:
Annual National Antique Show—February 1976
Apply: National Antique Shows Inc., 11 Warren Street, New York, NY 10007.

Laundry and allied services

1977

CHICAGO:
World Educational Laundering and Cleaning Congress (Clean '77)—April 1977
Apply: Robert T. Kenworthy, Exposition Management, 866 United Nations Plaza, New York, NY 10017.

Leather, leather goods and fur

1976

ST. LOUIS:
St. Louis Leather Show—17-19 March 1976
Apply: St. Louis Leather Show Inc., 529 North Holmes, St. Louis, Missouri 63122.

ST. LOUIS:
St. Louis Leather Show—13-15 September 1976
Apply: St. Louis Leather Show Inc., 529 North Holmes, St. Louis, Missouri 63122.

Motor vehicles, motor cycles and cycles

1976

MELBOURNE:
4th International Motorcycle Show—September 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., MacQuarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

USA:
Off Highway Vehicle Exposition—September 1976
Apply: Educational and Technical Displays Department, SAE, 2 Pennsylvania Plaza, New York, NY 10001.

Office machinery and equipment

1976

SINGAPORE:
International Business Show (IBEX '76)—26-30 May 1976
Apply: International Fair Promotion and Marketing Services Pte Ltd., Room 718, 7th Floor, Colombo Court, Singapore 6 (Tel. 39347).

Packaging machinery and materials, including containers

1975

USA:
PMMI Packaging Converting Machinery Show—October/November 1975
* Apply: W. G. Lowery, Packaging Machinery Manufacturers Institute, 2000 K Street NW, Washington, DC 20006.

CHICAGO:
National Plastics Exposition and Conference—November 1975
Apply: Robert T. Kenworthy Inc., Exposition Management, 866 United Nations Plaza, New York, NY 10017.

1976

TEHRAN:
Iran Pack—23-28 June 1976
Apply: Cavin and Tubiana OHG, D-4000 Dusseldorf 12, Heyestrasse 20-22, West Germany (Tel. 0211 284005-06. Telex 08588676 tuca d).

Printing, stationery and printing machinery

1976

BOSTON:
New England Printing Machinery Show—18-21 January 1977
Apply: New England Printer and Lithographer, Sheraton Building, Atlantic Avenue, Boston, Mass. 02110.

Ships and boats

1976

NEW YORK:
New York National Boat Show—8-18 January 1976
Apply: National Boat Show, PO Box 5555, Grand Central Station, New York, NY 10017.

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Telegrams Beaupol, London
Telex 883093 Beaupol London

BOSTON:
International Boat Show—7-15 February 1976
Apply: 715 Boylston Street, Boston, Mass. 02116.

MELBOURNE:
The Herald National Boat Show—July 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., MacQuarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

Sports goods and camping equipment, including caravans

1976

TEHRAN:
Camping and Sport—31 May-4 June 1976
Apply: Cavin and Tubiana OHG, D-4000 Dusseldorf 12, Heyestrasse 20-22, West Germany (Tel. 0211 284005-06. Telex 08588676 tuca d).

SINGAPORE:
International Exhibition of Sports, Recreation and Leisure Goods—14-18 August 1976
Apply: International Fair Promotion and Marketing Services Pte Ltd., Room 718, 7th Floor, Colombo Court, Singapore 6 (Tel. 39347).

Textiles and textile machinery

1976

MONTREAL:
Textile Trade Fair (Cantex '76)—Spring 1976
Apply: Canshow Exhibitions Ltd., 1396 St. Catherine Street W, Montreal H3G 1P9.

MELBOURNE:
International Clothing Trade and Textile Machinery Exhibition—May 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., MacQuarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

1977

SAO PAULO:
International Textile Machinery Fair (ITMEX '77)—10-18 September 1977
Apply: R. E. France, British Textile Machinery Association, 444-446 The Royal Exchange, Manchester M2 7EP (Tel. 061-834 2991).

Toys and games

1975

TOKYO:
International Toy Fair—October 1975
* Apply: Japan International Toy Fair Association, 3-14-11 Kotobuki-Cho, Taito-ku, Tokyo (Tel. 841 1275).

1976

KANSAS CITY:
Gift and Toy Show of Missouri—1976
Apply: Vanice Randol, 216 West 17th Street, Kansas City, Missouri 64108

Other specialised fairs

1976

CHICAGO:
Hobby Industry Convention and Trade Show—25-28 January 1976
Apply: Hobby Industry Association of America, 200 Fifth Avenue, Suite 1101, New York, NY 10010.

MEXICO CITY:
'Intermexpo' The International Conference and Exposition for Manufacturing in Mexico and Latin America—17-20 February 1976
Apply: Society of Manufacturing Engineers, 20501 Ford Road, Dearborn, Michigan 48128.

HOUSTON:
20th Annual Convention and Rental Equipment Show—1-4 March 1976
Apply: American Rental Association, 2920 23rd Avenue, Moline, Illinois 61265.

TEHRAN:
Modern Technology—28 April-2 May 1976
Apply: Cavin and Tubiana OHG, D-4000 Dusseldorf 12, Heyestrasse 20-22, West Germany (Tel. 0211 284005-06. Telex 08588676 tuca d).

NEW YORK:
National Liquor Stores Annual Convention—9-13 May 1976
Apply: National Liquor Stores Association Inc., 1025 Vermont Avenue, No. 612, Washington DC 20005.

SYDNEY:
7th International Coal Preparation Congress—23-28 May 1976
Apply: 7th International Coal Preparation Congress, Box 3842 GPO, Sydney, NSW 2001.

MELBOURNE:
The Sun News-Pictorial Homes Show—25-31 August 1976
Apply: Riddell Exhibition Promotions Pty. Ltd., MacQuarie House, Suite 11, 541 St. Kilda Road, Melbourne 3004.

TEHRAN:
Iran Tool and Industry Equipment—15-20 November 1976
Apply: Cavin and Tubiana OHG, D-4000 Dusseldorf 12, Heyestrasse 20-22, West Germany (Tel. 0211 284005-06. Telex 08588676 tuca d).

NEW YORK:
Interpex Show, Americana Hotel'—Dates not yet arranged
Apply: D. R. Seigle, Esq., 595 Madison Avenue, New York, NY 10022.

Section 4

Trade fairs and exhibitions in the United Kingdom

General fairs

1976

BIRMINGHAM:
International Spring Fair—1-5 February 1976. At National Exhibition Centre
Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

Agriculture, forestry, fishing, and agricultural machinery

1975

LONDON:
Royal Smithfield Show and Agricultural Machinery Exhibition—1-5 December 1975. At Earls Court
PLEASE NOTE CHANGE OF DATES
* Apply: Smithfield Show Joint Committee, Exhibition Department, S.M.M.T. Ltd., 21/24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

1976

BELFAST:
109th Annual Show and Industrial Exhibition—26-29 May 1976. At Balmoral
* Apply: Royal Ulster Agricultural Society, The King's Hall, Balmoral, Belfast BT9 6GW (Tel. Belfast 665225).

SHEPTON MALLET:
Bath and West Show—2-5 June 1976. At Shepton Mallet, Somerset
* Apply: Major The Lord Darling, DL, Chief Executive, Bath and West and Southern Counties Society, The Showground, Shepton Mallet BA4 6QN (Tel. 0749 3366).

MALVERN:
Three Counties Show—15-17 June 1976. At Showground
* Apply: Lyn M. Downes, Secretary, Three Counties Show, Malvern, Worcestershire WR13 6NW (Tel. 06845 61731).

INGLISTON:
Royal Highland Show 1976—22-25 June 1976. At Ingliston, Newbridge, Midlothian
* Apply: Royal Highland and Agricultural Society of Scotland, Ingliston, Newbridge, Midlothian (Tel. 031-333 2444).

NORWICH:
Royal Norfolk Agricultural Show—30 June-1 July 1976. At Norwich, Norfolk
* Apply: Mr. B. Shelley, Secretary, Royal Norfolk Agricultural Association, The Showground, Dereham Road, New Costessey, Norwich, Norfolk NR5 0TT (Tel. 0603 742000).

KENILWORTH:
Royal Agricultural Show—5-8 July 1976. At National Agricultural Centre
* Apply: Royal Agricultural Society of England, National Agricultural Centre, Stoneleigh, Kenilworth, Warwicks CV8 2LZ (Tel. 0203 56151).

HARROGATE:
Great Yorkshire Show—13-15 July 1976. At Showground
* Apply: R. G. G. English, Secretary General, Yorkshire Agricultural Society, Great Yorkshire Showground, Hookstone Oval, Harrogate, North Yorkshire HG2 8PW (Tel. 0423 615 36).

BUILTH WELLS:
Royal Welsh Agricultural Show—20-22 July 1976. At Llanelwedd
* Apply: J. Wigley, Secretary, Llanelwedd Hall, Llanelwedd, Builth Wells, Powys LD2 3SY (Tel. Builth Wells 3683).

KENILWORTH:
Dairy Farming Event—12-14 October 1976. At National Agricultural Centre
* Apply: F. R. Francis, MBE, Royal Association of British Dairy Farmers, Robarts House, Rossmore Road, London NW1 6NP (Tel. 01-723 8021).

Aircraft and aeronautical equipment

1976

FARNBOROUGH:
Farnborough International '76—5-12 September 1976 (5-9 Press and Trade Days only—10-12 Public). At Farnborough
† Apply: The Society of British Aerospace Companies Ltd., 29 King Street, St. James's, London SW1Y 6RD (Tel. 01-839 3231).

Building, public works and construction equipment

1975

LONDON:
International Building and Construction Exhibition (Interbuild)—12-21 November 1975. At Olympia
† Apply: Building Trades Exhibition Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

1976

LONDON:
Specibuild Exposition—14-17 September 1976. At National Hall, Olympia
* Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

BIRMINGHAM:
Public Works and Municipal Services Exhibition and Congress—15-20 November 1976. At National Exhibition Centre
† Apply: The Municipal Agency Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

Chemicals and allied industries, including plastics

1976

LONDON:
28th Technical Exhibition of the Oil and Colour Chemists' Association (OCCA)—23-26 March 1976. At Alexandra Palace, N.22
* Apply: Oil and Colour Chemists' Association, Priory House, 967 Harrow Road, Wembley, Middlesex HA0 2SF (Tel. 01-908 1086).

Clothing

1976

LONDON:
13th Glove Fair '76—17-18 February 1976. At Londoner Hotel, Welbeck Street
* Apply: Miss E. Greenaway, MBE, Glove Guild of Great Britain, 82 Borough High Street, London SE1 1LL (Tel. 01-407 1582).

LONDON:
International Men's and Boys' Wear Exhibition (IMBEX)—1-4 March 1976. At Earls Court
* Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

LONDON:
48th Junior Fashion Fair—5-8 April 1976. At R.H.S. Halls, Westminster
Apply: National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (Tel. 01-636 1833/4).

BIRMINGHAM:
MABIFF Menswear Association of Britain Convention and Exhibition—5-9 September 1976. At National Exhibition Centre
PLEASE NOTE THIS EVENT REPLACES MAB INTERNATIONAL WHICH WAS SCHEDULED TO TAKE PLACE AT HARROGATE
* Apply: Menswear Association of Britain Ltd., Palladium House, 1-4 Argyll Street, London W1V 2HR (Tel. 01-734 6865).

LONDON:
49th Junior Fashion Fair—18-21 October 1976. At R.H.S. Halls, Westminster
Apply: National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (Tel. 01-636 1833/4).

Display and shop equipment

1975

BRIGHTON:
Self Service Display Equipment and Shopfitting Exhibition (Shopex)—26-29 October 1975. At Metropole Exhibition Centre
* Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).
PLEASE NOTE CHANGE OF DATES

Engineering, electrical and electronic, including radio and television

1975

LONDON:
International Audio Festival and Fair—20-26 October 1975 At Olympia.
* Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

MANCHESTER:
National Automated Production Exhibition (APEX)—10-14 November 1975. At Belle Vue
* Apply: Exhibitions for Industry Ltd., 157 Station Road East, Oxted, Surrey RH8 0QF (Tel. 08833 4371).

1976

BRIGHTON:
Electro-Optics/Laser International '76 Exhibition—9-11 March 1976. At Metropole Exhibition Centre
† Apply: Kiver Communications Ltd., 149/155 Ewell Road, Surbiton, Surrey KT6 6AW (Tel. 01-390 0281/2).

BIRMINGHAM:
Instruments, Electronics and Automation Exhibition (IEA '76)—3-7 May 1976. At National Exhibition Centre
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

BIRMINGHAM:
Electrex '76 Exhibition—3-7 May 1976. At National Exhibition Centre
† Apply: Electrical Engineers (ASEE) Exhibition Ltd., Wix Hill House, West Horsley, Surrey KT24 6DZ (Tel. 048 636 383).

BIRMINGHAM:
International Home Electronics and Domestic Appliances—Trade 23-27 May 1976—28-31 Home Electronics Section open to public. At National Exhibition Centre
Apply: Montbuild Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

BRIGHTON:
Communictions '76—8-11 June 1976. At Metropole Exhibition Centre
† Apply: Tony Davies Communications Ltd., BETA, 109 Kingsway, London WC2B 6PU (Tel. 01-405 6233).

BRIGHTON:
Inter/Nepcon/UK '76—19-21 October 1976. At Metropole Exhibition Centre
* Apply: Kiver Communications Ltd., 149-155 Ewell Road, Surbiton, Surrey KT6 6AW (Tel. 01-390 0281).

LONDON:
Microforum '76 Exhibition—26-29 October 1976. At Wembley Conference Centre
* Apply: Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU (Tel. 01-405 6233).

Engineering, other

1976

LONDON:
International Pipeline Engineering Exhibition and Convention (PIPEX '76)—27-30 April 1976. At Earls Court
† Apply: Brintex Exhibitions Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

BIRMINGHAM:
International Pneumatic and Hydraulics Exhibition (IPHEX '76)—3-7 May 1976. At National Exhibition Centre
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

LONDON:
Fluid Power International Exhibition—11-14 May 1976. At Olympia
† Apply: Commercial Exhibitions and Publications Ltd., Riverside House, Hough Street, Woolwich, London SE18 6LR (Tel. 01-855 7001).

LONDON:
The Woodworking Machinery and Materials Exhibition (Woodtechnik)—13-17 September 1976. At Alexandra Palace, London
† Apply: Westbourne Exhibitions Ltd., Crown House, Morden, Surrey SM4 5EB (Tel. 01-540 1101).

BIRMINGHAM:
International Exhibition of Machine Tools, Gauges and Tooling (MACH '76)—22 September-2 October 1976. At National Exhibition Centre
Apply: Machine Tool Trades Association, 62 Bayswater Road, London W2 3PH (Tel. 01-402 6674).

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Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office
Caledonia House, 63/67 Academy Street, Inverness IV1 1LU
Tel. (0463) 30867

Office for Wales
Government Buildings, Gabalfa, Cardiff CF4 4YL
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Yorkshire and Humberside Regional Office
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Tel. (0532) 443171. Telex 557925/6 DTI LEEDS

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Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
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Cumberland and Westmorland District Office
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East-Midlands Regional Office
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SPRING GIFT SHOW – MONTREAL ... 14th–18th March 1976

NATIONAL PETROLEUM SHOW – CALGARY ... 8th–11th June 1976

B.C. INTERNATIONAL FOREST INDUSTRIES EQUIPMENT EXHIBITION – VANCOUVER ... June 1976

CANADIAN CHEMICAL & PROCESS EQUIPMENT EXHIBITION – TORONTO ... 13th–15th October 1976

NATIONAL INTERIOR DESIGN SHOW – TORONTO ... November 1976

PACIFIC INDUSTRIAL EQUIPMENT & MATERIALS HANDLING EXHIBITION – VANCOUVER ... November 1976

IRAN (Teheran)

AGWA – FOOD – (International Agriculture, Water & Food Exhibition) 31st October–6th November 1975

MODERN TECHNOLOGY – 28th April–2nd May 1976

CAMPING & SPORT – 31st May–4th June 1976

IRAN-PACK – (International Packaging Fair) 23rd–28th June 1976

SAHO – (Sanitary and Household Appliances) 2nd–7th November 1976

IRANMED – (Medical and Hospital Supplies) 2nd–7th November 1976

MACHINE TOOLS & PRODUCTION EQUIPMENT – (International Fair) 16th–20th November 1976

U.S.A.

EUROPEAN FASHION FAIR –
The Statler Hilton Hotel
NEW YORK ... ... 29th February–3rd March 1976

SOUTH AFRICA

INTERNATIONAL MACHINE TOOL & PRODUCTION ENGINEERING EXHIBITION –
S.A. Hall of Industries, Milner Park
JOHANNESBURG ... ... 21st–25th October 1975

INTERNATIONAL PLASTICS & PRINTING EXHIBITION –
S.A. Hall of Industries, Milner Park
JOHANNESBURG ... ... 15th–19th June 1976

INTERNATIONAL MATERIALS HANDLING & PHYSICAL DISTRIBUTION EXHIBITION –
S.A. Hall of Industries, Milner Park
JOHANNESBURG ... ... 19th–23rd October 1976

BELGIUM

INCOF – (International Optical Fair)
BRUSSELS ... ... 20th–23rd November 1976

SWEDEN

VVS '78 – (International Technical Fair & Congress – Heating, Ventilating, Air Conditioning, Sanitation, Plumbing)
GOTHENBURG 1978

FINLAND

ÖNSKEKÖK 1976 – (International Trade Fair and Consumers Exhibition for Kitchens and Household Equipment)
HELSINKI ... ... 23rd April–2nd May 1976

SINGAPORE

INTERNATIONAL BUSINESS SHOW –
SINGAPORE ... ... 26th–30th May 1976

SPOREX 76 – (International Exhibition of Sports Equipment)
SINGAPORE ... ... 14th–18th August 1976

INTERNATIONAL INDUSTRIAL & ELECTRONIC FAIR –
SINGAPORE ... ... 2nd–6th October 1976

DENMARK

VVS '76 – (International Technical Fair & Congress – Heating, Ventilating, Air Conditioning, Sanitation, Plumbing)
New Bella Centre
COPENHAGEN ... ... 27th February–3rd March 1976

For further information contact European Representatives Roy Wilson and Duda Carr at
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UNITED KINGDOM

SHOPEX '75 – (The Self-Service Display Equipment & Shopfitting Exhibition)
Hotel Metropole
BRIGHTON ... ... 26th–29th October 1975

DECOR INTERNATIONAL EXHIBITION – (The International Contract Furnishing & Interior Design Exhibition)
Olympia
LONDON ... ... 16th–20th May 1976

SPECIBUILD – (Presents the World of Specified Building Products to the Professional)
Olympia
LONDON ... ... 5th–8th October 1976

WOOD TECHNIK – (The Woodworking Machinery & Materials Exhibition)
Alexandra Palace,
London ... ... 12th–15th October 1976

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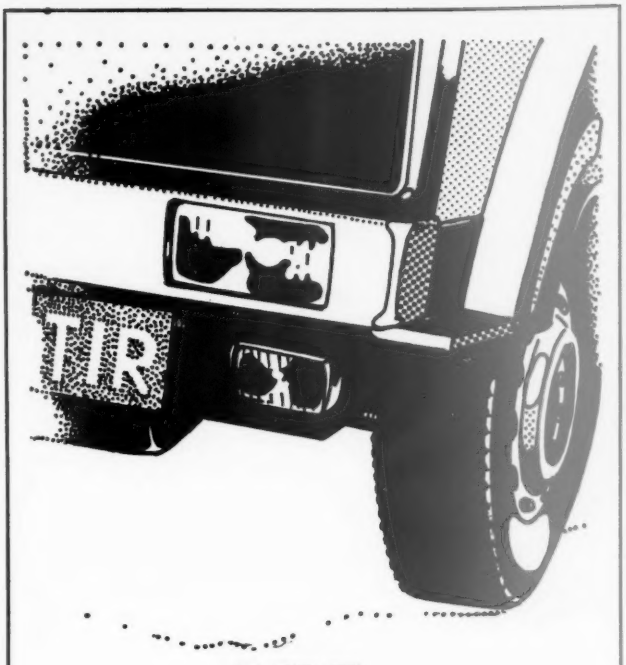

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Foodstuffs, food machinery, hotel and catering equipment

1975

LONDON:
International Bakers and Confectioners Exhibition (Interbake)—21-26 October 1975. At Olympia
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

1976

LONDON:
International Hotel and Catering Exhibition (Hotelympia) —14-21 January 1976. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

LONDON:
International Brewing, Bottling and Allied Trades Exhibition (Brewex)—29 March-2 April 1976. At Earls Court
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

LONDON:
The London Meat Trades Fair—16-19 May 1976. At Alexandra Palace, London
† Apply: Brintex Exhibitions Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

LONDON:
International Confectionery, Tobacco and Newsagency Exhibition CTN '76—18-21 May, 1976. At Earls Court
* Apply: CTN Enterprises Ltd., 53 Christchurch Avenue, London N12 0DH (Tel. 01-445 6344).

BIRMINGHAM:
National Licensed Victuallers Exhibition—7-10 June 1976. At National Exhibition Centre
* Apply: Dennis Beall, L.V. Exhibitions, Morning Advertiser, 57 Effra Road, Brixton, London SW2 1DA (Tel. 01-733 3186).

Footwear

1976

BLACKPOOL:
18th International Slipper Fair—18-21 January 1976 At Savoy and Cliffs Hotel
* Apply: Shoe and Leather News (Exhibitions) Ltd., 84-88 Great Eastern Street, London EC2A 3ED (Tel. 01-739 2071).

HARROGATE:
Autumn Shoes Exhibition—21-23 March 1976. At the Exhibition Centre
* Apply: Shoe and Leather News (Exhibitions) Ltd., 84-88 Great Eastern Street, London EC2A 3ED (Tel. 01-739 2071).

Furniture, furnishings, household equipment and hardware

1975

HARROGATE:
International Domestic and Contract Textiles Exhibition—2-6 November 1975. At Exhibition Centre
* Apply: Exhibition Managements Ltd., 156 Mortlake Road, Kew, Surrey TW9 4LP (Tel. 01-876 8661).

1976

LONDON:
International Hardware and Housewares Trades Fair—incorporating The Lightshow—1-6 February 1976. At Olympia
* Apply: Universal Exhibitions Ltd., P.O. Box 43, High Wycombe, Bucks HP13 6RY (Tel. (0494) 881891).

LONDON:
International Furniture Show—8-15 February 1976. At Earls Court
* Apply: BFM Exhibitions Ltd., 17 Berners Street, London W1P 4DY (Tel. 01-323 1166).

LONDON:
Daily Mail Ideal Home Exhibition—9 March-3 April 1976. At Olympia
* Apply: Angex Ltd., Temple House, Temple Avenue, London EC4Y 0JA (Tel. 01-353 4000).

BIRMINGHAM:
Furniture Production Exhibition—15-19 March 1976. At National Exhibition Centre
Apply: Exhibitions for Industry Ltd., 157 Station Road East, Oxted, Surrey RH8 0QE (Tel. (988) 4371).

LONDON:
International Contract Furnishing and Interior Design Exhibition (Decor)—16-20 May 1976. At Olympia
* Apply: Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

MANCHESTER:
1976 British Furniture Manufactuers Manchester Exhibition —11-14 August 1976. At Belle Vue and City Hall
* Apply: BFM, Exhibitions Ltd., 17 Berners Street, London W1P 4DY (Tel. 01-580 5115).

Gas and oil extraction & distribution including offshore activities

1976

BIRMINGHAM:
Offshore International Exhibition—7-10 December 1976—At National Exhibition Centre
* Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Heating and ventilating

1976

BIRMINGHAM:
International Heating, Ventilating and Air Conditioning Exhibition (Hevac '76)—5-9 April 1976. At National Exhibition Centre
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Hospital, medical, surgical and dental equipment

1976

LONDON:
Health and Environment Services and Equipment Exhibition —8-11 June 1976. At Earls Court
† Apply: Contemporary Exhibitions Ltd., 21 Park Square East, London NW1 4LH (Tel. 01-935 8200).

Jewellery and giftware

1975

LONDON:
17th Wholesale Buyers' Gift Fair—23-27 November 1975. At Mount Royal Hotel, Marble Arch, W.1
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

1976

BIRMINGHAM:
International Spring Fair—1-5 February 1976 At National Exhibition Centre
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

GLASGOW:
Scottish Gift Fair—8-12 February 1976. At Kelvin Hall
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

Laundry and allied services

1976

BIRMINGHAM:
International Laundry, Dry Cleaning and Allied Trades Exhibition—17-24 June 1976. At National Exhibition Centre
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Leather, leather goods and fur

1976

LONDON:
Leathergoods, Luggage and Handbag Fair—25-28 January 1976. At RHS Halls, Westminster
* Apply: The Leather Institute, Leather Trade House, 82 Borough High Street, London SE1 1LL (Tel. 01-407 1582).

LONDON:
Leatherwear International Exhibition—6-8 April 1976. At West Centre Hotel, Lillie Road, London, S.W.6
* Apply: The Leather Institute, Leather Trade House, 82 Borough High Street, London SE1 1LL (Tel. 01-407 1582).

LONDON:
Leather Expo Exhibition—4-6 May 1976. At Earls Court
* Apply: The Leather Institute, Leather Trade House, 82 Borough High Street, London SE1 1LL (Tel. 01-407 1582).

Motor vehicles, motor cycles and cycles

1975

GLASGOW:
1975 Scottish Motor Show—7-15 November 1975. At Kelvin Hall
† Apply: Scottish Motor Exhibition Committee, Scottish Motor Trade Association, 3 Palmerston Place, Edinburgh EH12 5AQ (Tel. 031-225 3643).

1976

LONDON:
International Racing and Sporting Motorcycle Show—10-17 January 1976. At RHS Hall, Westminster
* Apply: Herbert Daniel (Holdings) Ltd., 19 Compton Terrace, London N1 1RY (Tel. 01-226 7901).

LONDON:
International Commercial Motor Transport Exhibition—24 September-2 October 1976. At Earls Court
† Apply: Society of Motor Manufacturers and Traders Ltd., Exhibition Department, 21/24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

Packaging machinery and materials, including containers

1976

BRIGHTON:
Processing, Packaging for Pharmaceutical, Perfumery and Cosmetics (Interphex '76)—29 March-1 April 1976. At Metropole Exhibition Centre
PLEASE NOTE CHANGE OF DATES
† Apply: BPS Exhibitions Ltd., 4 Seaford Court, 220/222 Great Portland Street, London W1N 5HH (Tel. 01-388 2117).

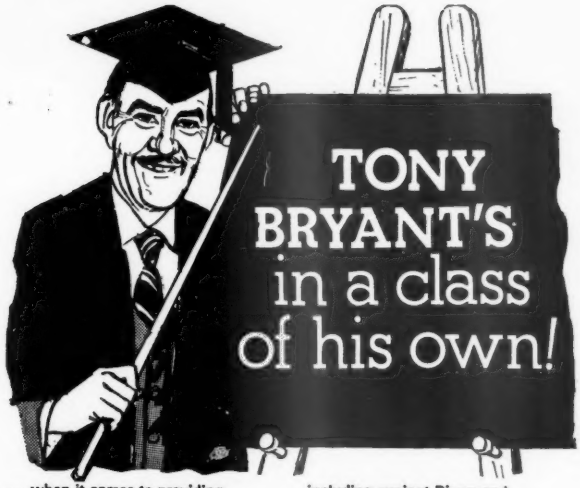
Printing, stationery and printing machinery

1976

LONDON:
Stationery Industry Exhibition (Statindex)—20-23 January 1976. At Grosvenor House, Park Lane, London
* Apply: The British Stationery and Office Products Federation, 6 Wimpole Street, London W1M 8AS (Tel. 01-580 9256).

LEEDS:
The 5th Northern Printing Exhibition (Northprint '76)—23-26 March 1976. At Queen's Hall
† Apply: Marketing Exhibitions Ltd., 113/123 Upper Richmond Road, London SW15 2TL (Tel. 01-789 0901).

BRIGHTON:
Papex International '76 Exhibition—29 March-2 April 1976. At Metropole Exhibition Centre
† Apply: BPS Exhibitions Ltd., 4 Seaford Court, 220-222 Great Portland Street, London W1N 5HH (Tel. 01-388 2117).



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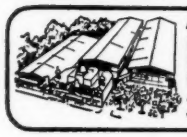

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11th – 15th January 1976

International Spring Fair
National Exhibition Centre
Birmingham, England
1st – 5th February 1976

The 4th Scottish Gifts Fair
Kelvin Hall, Glasgow, Scotland
Sunday to Thursday
8th – 12th February 1976

The Blackpool Gifts Fair
Blackpool, Lancs.
Sunday to Thursday
15th – 19th February 1976

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Earls Court, London
Sunday to Thursday
16th – 20th August 1976

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Scientific instruments and nuclear equipment

1976

LONDON:
Automatic Laboratory Techniques Exhibition (ALTEX '76)—24-26 February 1976. At West Centre Hotel, Lillie Road, London, S.W.6
† Apply: Gerald Mann (ALTEX) Ltd., 30 Calderwood Street, London SE18 6QH (Tel. 01-855 7777).

LONDON:
Laboratory Equipment Exhibition (Labware)—27-29 April 1976. At Cunard International Hotel, London W6 8DR
† Apply: Mrs. J. D. Marich, British Laboratory Ware Association, 28 Worple Road, Wimbledon, London SW19 4EE (Tel. 01-947 5733).

Ships and boats

1976

LONDON:
London International Boat Show—1-11 January 1976. At Earls Court
* Apply: National Boat Shows Ltd., 31 Great Queen Street, London, WC2B 5AD (Tel. 01-405 7481/5).

BIRMINGHAM:
'Birmingham Post-Evening Mail' Midlands Boat and Leisure Life Exhibition—14-28 February 1976. At Bingley Hall
* Apply: The Birmingham Boat Show Ltd., 28 Colmore Circus, Birmingham B4 6AX (Tel. 021-236 3366).

LONDON:
International Marine Exhibition—27-30 April 1976. At Earls Court
† Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

Sports goods and camping equipment, including caravans

1975

LONDON:
International Caravan and Camping Show—6-16 November 1975. At Earls Court
* Apply: Angex Ltd., Exhibition Department, Temple House, Temple Avenue, London EC4Y 0JA (Tel. 01-353 4000).

LONDON:
British Sports Trade Fair—9-12 November 1975. At RHS Halls, Westminster
* Apply: Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London W1R 1TB (Tel. 01-437 7281).

1976

BIRMINGHAM:
International Sports and Leisure Exhibition (ISLE)—17-20 October 1976. At National Exhibition Centre
* Apply: Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London W1R 1TB (Tel. 01-437 7281).

Toys and games

1976

HARROGATE:
27th Harrogate International Toy Fair—10-15 January 1976. At Exhibition Centre
* Apply: Harrogate International Toy Fair Ltd., 8/9 Upper Street, Islington, London N1 0PP (Tel. 01-226 6653).

LONDON:
32nd Amusement Trades Exhibition—27-29 January 1976. At Alexandra Palace, London, N.22
* Apply: J. Singleton, Amusement Trades Exhibitions Ltd., 122 Clapham Common North Side, London, S.W.4 (Tel. 01-228 4107).

BRIGHTON:
23rd British International Toy Fair—31 January-4 February 1976. At Metropole Exhibition Centre, New Bedford Hotel, Grand Hotel, Corn Exchange and Dome
* Apply: British Toy Fairs (International) Ltd., Regent House, 89 Kingsway, London WC2B 6RS (Tel. 01-242 9158).

Watches and clocks

1976

BIRMINGHAM:
International Watch and Jewellery Trade Fair—5-9 September 1976. At National Exhibition Centre
* Apply: IPC Consumer Industries Press Ltd., 40 Bowling Green Lane, London EC1R 0NE (Tel. 01-837 3630).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1976

BIRMINGHAM:
Effluent and Water Treatment Exhibition and Convention (EWT)—15-20 November 1976. At National Exhibition Centre
† Apply: Brintex Exhibitions Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

BIRMINGHAM:
Environmental Pollution Control Exhibition and Congress (Enpocon)—15-20 November 1976. At National Exhibition Centre
Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

Other specialised fairs

1975

LONDON:
The International Woodworking Industries Exhibition (IWIE)—2-6 December 1975. At Olympia
† Apply: Woodworking Industries Exhibition Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

1976

LONDON:
Stampex 1976—24-28 February 1976. At RHS New Hall, Westminster
* Apply: The Philatelic Traders Society Ltd., 27 John Adam Street, London WC2N 6HZ (Tel. 01-930 6465/6).

HARROGATE:
1976 British Pet Trade Fair—25-27 April 1976 At the Exhibition Centre
* Apply: John Yates, British Pet Trade Fair, Old Colony House, South King Street, Manchester M2 2DA (Tel. 061-834 8451).

LONDON:
International Cleaning and Maintenance Exhibition (Europaclean)—26-30 April 1976. At Olympia
† Apply: Turret Press Ltd., Exhibition Division, 886 High Road, London N12 9SB (Tel. 01-446 2411).

BIRMINGHAM:
World Safe '76—17-21 May 1976. At National Exhibition Centre
* Apply: Royal Society for the Prevention of Accidents, Royal Oak Centre, Brighton Road, Purley, Surrey CR2 2UR (Tel. 01-668 4272).

STOKE ON TRENT:
Interceramex '76 Exhibition—27-30 September 1976. At Trentham Gardens
† Apply: British Ceramic Plant and Machinery Manufacturers' Association, P.O. Box 9, Sunbury on Thames, Middlesex (Tel. (76) 83280).

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports of commodities and, for many of them the most important countries. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has over 11,000 commodity headings); there are 199 specified countries.

The fully detailed information is not published on a monthly basis but, when circumstances allow. HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service.

Applications should be made to the Statistical Office, Bill of Entry section, HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

Addresses of ECGD offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the Department offers them a number of others. Firstly the Bank Guarantee scheme, enables exporters who are eligible to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 35 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with one of the offices listed below.

Central London

London, EC1 to EC4, WC1 and 2, W1 and SW1.

D. G. Hake, Waverley House, 7-12 Noel Street, London W1V 3PB. Tel. 01-437 2292, Telex 24105.

South London

London SE, SW2–20 and W2–14, Kent, Surrey (excluding the administrative district of Spelthorne), East and West Sussex, the eastern part of Hampshire, the Isle of Wight and the Channel Isles.

G. J. A. Link, 320 Purley Way, Croydon, Surrey CR0 4XJ. Tel. 01-686 9921. Telex 946998.

North London

London N, NW, E, the southern parts of Essex, Hertfordshire and Buckinghamshire, the Slough, Burnham and Datchet area of Berkshire and the Spelthorne district of Surrey.

C. W. Gentry, 593–599 High Road, Tottenham, N17 6SW. Tel. 01-808 4570. Telex 263615.

Belfast

The six counties of Northern Ireland.

R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. 0232 31743. Telex 74577.

Birmingham

Leicester, Nottinghamshire, Salop, Staffordshire, Warwickshire, West Midlands, the southern part of Derbyshire and that part of Hereford and Worcester formerly known as Worcestershire.

F. Wilmot, Colmore Centre, 115 Colmore Row, Birmingham B3 3SB. Tel. 021-233 1771. Telex 33132

Bristol

Dyfed, Powys, Gwent, West, Mid and South Glamorgan, Gloucester, Avon, Wiltshire, Oxon, Dorset, Somerset, Devon and Cornwall. That part of Hereford and Worcester formerly known as Herefordshire, Berkshire except the Slough, Burnham and Datchet areas and the western part of Hampshire.

K. I. Humphrey, Robinson Building, 1 Redcliffe Street, Bristol BS1 6NP. Tel. 0272 299971. Telex 44248.

Cambridge

Bedfordshire, Cambridge, Norfolk, Northamptonshire and Suffolk, the northern parts of Essex, Hertfordshire and Buckinghamshire, and the southern part of Lincolnshire including the City of Lincoln.

H. Watson, Prudential Building, 59 St. Andrews Street, Cambridge CB2 3HA. Tel. 0223 67736. Telex 81624.

Glasgow

Scotland and the Outer Isles.

F. R. Burge, Fleming House, 134 Renfrew Street, Glasgow G3 6TL. Tel. 041-332 8707. Telex 77130.

Leeds

Durham, Tyne & Wear, Northumberland, Cleveland, North, West and South Yorkshire, Humberside and the northern part of Lincolnshire.

W. Ford, West Riding House, 67 Albion Street, Leeds LS1 5AA. Tel. 0532 450631. Telex 55125.

Manchester

Gwynedd, Clwyd, Cheshire, Merseyside, Greater Manchester, Lancashire, Cumbria, the northern part of Derbyshire and Isle of Man.

R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester M2 4AJ. Tel. 061-228 3621. Telex 667756.

New York

In the United States of America exporters can obtain assistance from the Department's resident Representative for the USA and Canada.

J. K. Sedman c/o British Trade Development Office, 150 East 58th Street, New York 10022 USA. Tel. 212-593 2258. Telex 420543.

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Top left new 5 platform rail station alongside the compact group of 7 exhibition halls.
Right foreground the Metropole Hotel and Conference Centre by Pendigo Lake.

1976 Exhibitions scheduled:

- ☐ International Spring Fair, Gifts and Hardware Exhibition. 1–5 February.
- ☐ FURNEX. Furniture Production Exhibition. 15–19 March.
- ☐ HEVAC 76. International Heating, Ventilating and Air Conditioning Exhibition. 5–9 April.
- ☐ Leather and Associated Trades Show. 27–29 April.
- ☐ IEA–Electrex 76. International Electrical, Electronic and Instrument Exhibition. 3–7 May.
- ☐ IPHEX. International Pneumatics and Hydraulics Exhibition. 3–7 May.
- ☐ International Industrial Safety Trade Exhibition. 17–21 May.
- ☐ Surface Treatment and Finishing Show. 18–21 May.
- ☐ HEDA. International Home Electronics & Domestic Appliances Exhibition. 23–27 May.
- ☐ Sound & Vision 76. T.V., Audio and Hi-Fi Public Show. 28–31 May.
- ☐ Licensed Victuallers Trade and Catering Exhibition. 7–10 June.
- ☐ International Laundry, Cleaning Equipment and Services
- ☐ 11th International Symposium and Exhibition on Chromatography. 5–9 July.
- ☐ MAB. International Fashion Fair. 5–8 September.
- ☐ International Watch and Jewellery Trade Fair. 5–9 September.
- ☐ MACH 76. International Exhibition of Machine Tools, Gauges and Tooling. 22 September–2 October.
- ☐ International Plant Engineering and Maintenance Exhibition and Conference. 27 September–1 October.
- ☐ Furnaces, Refractories, Heat Treatment, & Fuel Economy Exhibition. 19–23 October.
- ☐ International Sports and Leisure Exhibition. 17–20 October.
- ☐ DACTEX. International Domestic and Contract Textiles Exhibition. 31 October–4 November.
- ☐ Public Works Congress and Exhibition Construction Equipment Municipal Services. 15–20 November.
- ☐ ENPOCON. Environmental Pollution Control Exhibition. 15–20 November.
- ☐ E.W.T. Effluent and Water Treatment Exhibition and Convention. 15–20 November.
- ☐ Offshore International Exhibition and Conference. 7–10 December.

For information tick the appropriate boxes and return to:
National Exhibition Centre
Birmingham B40 1NT (ENGLAND)

Name _____

Organisation _____

Address _____

_____

Country _____ TI

National Exhibition Centre Birmingham

Fair wind blows for large UK group at Hamburg show

From Peter Beckingham, BOTB Publicity Unit, in Hamburg: The German International Boat Show, preceded by two trade-only days, opened here on Saturday, 18 October with over 600 companies from 25 countries taking part. The United Kingdom is the largest foreign participant, with nearly 50 companies in a joint venture arranged by the British Overseas Trade Board with the Ship and Boat Builders National Federation, and a number exhibiting independently and on the stands of their agents.

The range of craft and products presented by the British group is vast, from functional deck fittings to a Nicholson 35 ocean-going yacht, 'launched' in the traditional fashion here on Saturday by the wife of its Brazilian buyer.

On the second of the trade-only days HM Consul-General in Hamburg, Mr. W. N. Hillier-Fry, visited many of the British stands. Although the exhibitors had been at the show for less than two days many were able to tell their visitor of substantial success.

Dawncraft Cruisers from Kinver, manufacturers of 19-25 ft cruisers, have received orders worth £100,000 for 50 boats for the Dutch and Belgium market, and in addition have sold cruisers to an East German agent and a West German distributor for a further £8,000.

Eric Fry (left) of Richmond Marine Ltd., Twickenham, looking on as two German visitors examine one of the firm's yachts on display at the Hamburg show.

Many of the companies exhibiting marine equipment and clothing were also able to tell the Consul-General of early success at the exhibition. Henri Lloyd Ltd., for example,

Summing up the UK success in the early days of the show before he left Hamburg, David Hough of the Boat Builders Federation said, 'UK marine products are very competitive, and more and more they are being designed with the European market in mind. The initial reaction here from the trade is extremely favourable for the UK industry.'

The exhibition closes next Sunday, 26 October.

British furniture prominent in Hong Kong exhibition

From D. F. G. Farr, Assistant Trade Commissioner, British Trade Commision in Hong Kong: British furniture featured prominently at the first Joint European Furniture Exhibition which was held at the Hong Kong Convention Centre from 22-27 September. The exhibition, which was organised by a local company, Project Development Centre, was the first exhibition to be held at the newly opened Convention Centre which, for the first time, gives Hong Kong a permanent venue of international standard for exhibitions and conventions.

Of the 19 European companies participating, nine were British. Eight of them were exhibiting under the joint auspices of the British Furniture Manufacturers Export Club and the Department of Trade and the ninth exhibited through local agents.

There have been complaints in the past that British furniture has lacked exposure in Hong Kong: this exhibition went a long way to rectify this. Large crowds were attracted by extensive publicity and trade buyers were identified, not only from Hong Kong, but also from Singapore, Thailand, the Philippines and Japan. Business was brisk and four of the British companies reported sales from their stands totalling £75,000. The three British companies not previously represented in the Colony concluded agency arrangements.

A highlight of the exhibition was an informal visit paid by Edward Heath, MP, who was in Hong Kong on a private visit.

Edward Heath, MP, pays an informal visit to the Joint European Furniture Exhibition in Hong Kong. With him is Mr. J. M. Cunningham (right), managing director of Mandarin International Hotels, who own the Hong Kong Convention centre where the exhibition was held.

Most extensive and comprehensive hardware display in Irish Republic

From A. Crooke, British Embassy, Commercial Section, Dublin: The 3rd Irish Hardware and Housewares Fair was opened by the Minister for Finance, Ritchie Ryan, on 7 October in the exhibition halls of the famed Royal Dublin Society in Dublin.

Although the 118 companies exhibiting showed only a small increase on 106 exhibits at the previous fair in 1973, the extent of the space taken for the display of products was much greater.

British products were in an overwhelming majority at this, the most extensive and comprehensive display of hardware products ever mounted in a single promotion in the Republic of Ireland. The emphasis on British goods was strongly reinforced by a large contingent of British firms sponsored by the British Overseas Trade Board and the Hardware Manufacturers Association.

Amongst the British contingent, much attention was attracted by the first public display of a modular fitted bathroom by Metlex Industries Ltd. The range, called Magnum, is a complete system of bath, lavatory, bidet, shower, vanitory unit, storage space, tap and other fittings, which have been designed by Jeffrey Harrison, MSIA, to standard dimensions, to enable maximum flexibility in designing a bathroom.

Metlex Industries Ltd. of Croydon, who will be next exhibiting the Magnum bathroom at the Interbuild Exhibition at Olympia on 12-21 November, reported a rush of orders at the Dublin Fair.

Another interesting item on view was the private museum of Charles E. Harris by John C. Parkes and Sons Ltd. which contained a fascinating array of items from the past. There were oil lamps and glass vanes, candlesnuffers and items whose purpose will only be remembered by the most senior visitors to the exhibition.

The alimentary needs of exhibitors were well catered for by the Irish Hardware Association, the sponsors of the exhibition, who had organised an exhibitors' welcome breakfast and also a 'contact evening' dinner at the Burlington Hotel, when some 400 members of the association were given the opportunity to meet their business contacts in a social atmosphere.

Alex Eadie (left), Parliamentary Under-Secretary of State at the Department of Energy, on the stand of Cunnington and Cooper Ltd., at the Nuclex exhibition in Basle, Switzerland. With him are Mr. T. C. Walker, Marketing and Sales Manager and Mr. D. Sutherland, Chief Engineer, Nuclear Projects. Cunnington and Cooper was one of 23 British exhibitors supported by the British Overseas Trade Board and sponsored by the British Nuclear Forum taking part in this major triennial international fair for the nuclear industries trade from 7-11 October.

Ritchie Ryan, the Minister for Finance, digging in on the stand of Spear and Jackson, one of the British firms at the Irish Hardware and Housewares Trade Fair in Dublin.

Three autumn exhibitions at BEMC, Tokyo

The first of three exhibitions of British capital and consumer goods this autumn began at the British Export Marketing Centre in Tokyo on 14 October.

A display by 16 British firms at the Contract Furnishing Exhibition, from 14-18 October, was organised by the BOTB in association with the Contract Furnishing Association. There is a growing Japanese market for British contract furnishing and the products on show included lighting, fabrics, wallcoverings, furniture, floor covering, stackable chairs, carpets and carpet fixing devices.

Supported by the Board and sponsored by the Federation of British Hand Tool Manufacturers, 15 companies will take part at the all-British Engineers' Small Tools and Hand Tools Exhibition from 11-15 November. Tools on display will include files and saw files, engineer cutting tools, tube benders, hand tools, chucks, mills, toolholders, planes, nippers, punches and nutrunners.

A group of 18 firms will participate in another all-British exhibition – the Electro-Optics and Laser Equipment Exhibition – from 2-6 December. The companies are sponsored by the BOTB in association with the SIRA Institute. Exhibits will include lens grinding equipment, electronic materials, laser resistor trimmers, micro welders, high speed cameras, image converting cameras, solid cameras, thermopiles, radiometers and technical publications.

European Community

Britain opposes Community Directive on water pollution

British opposition to the way in which the Community is proposing to tackle the problem of reducing water pollution caused by the discharge of dangerous substances, was expressed at a meeting of EEC Environment Ministers by Denis Howell on 16 October.

The Council was asked to agree a draft Directive which would establish the principle that uniform maximum limits should be set at Community level for the concentration of certain 'black list pollutants' (eg mercury, cadmium) allowable in discharges to the waters of the Community. It was proposed that the actual limits themselves would be set on a pollutant-by-pollutant and industry-by-industry basis in a series of later Directives, which would also establish deadlines within which the limits had to be met.

The Commission has put forward their proposal as a means of harmonising the Paris Convention on controlling pollution in the North Sea and North East Atlantic and two Conventions on pollution of international rivers – the Strasbourg Convention and the Rhine Convention.

Mr. Howell argued that, while Britain is fully committed to the aim of improving the natural environment, a system of this kind would be wasteful of resources and ineffective in achieving the common aim. It would mean a fundamental change in the way in which Britain had administered pollution control for over a century. Mr. Howell deprecated the mistaken press accounts that had appeared; it was not true that the UK had changed its position on the issue of uniform standards, nor that it had done so under pressure from industry.

The British approach

The basis of the British approach to this problem, he went on, was to relate the stringencies and standards which discharges had to meet to the assimilative capacity of the water and the use to which it was put in each particular case. Uniform emission standards, which had no regard to the capacity of the environment to absorb pollutants safely, would either have to be set at so relaxed a level as to be totally ineffective, or would lead to wasteful expenditure in cases where they were more stringent than necessary, and this at a time when economic circumstances made it important to ensure that spending on pollution control was cost-effective.

He asked if it could be seriously suggested that a factory discharging into a Scottish sea loch receiving no other industrial discharge should be required to meet the same minimum standard as the generality of factories sited on inland rivers. Uniform emission standards, Mr. Howell went on, would militate against effective pollution control since they dealt with water pollution in isolation; in considering the disposal of pollutants it was important to be able to consider all media – water, air and land – in order to achieve the optimal solution in each case.

He described as 'completely fallacious' the argument that uniform emission standards were necessary to avoid distortion of competition. It was not proposed to create 'pollution havens', but to make efficient use of environmental resources. A firm in the north of Scotland had as much right to benefit from assimilative capacity of Scottish waters as firms on the Rhine had a right to benefit from their convenient location in the heart of the Community.

Finally, Mr. Howell commended the basic philosophy of the Community's Environment Action Programme, which aimed to stimulate environmental improvement by defining quality objectives of the different parts of the environment, leaving national governments free to determine how these objectives should be met.

December meeting

The Council reached no decision on the draft Directive but agreed to meet again in early December to consider the matter further.

Fourth 'green pound' devaluation agreed

For the fourth time since Britain joined the Community, the EEC Council of Agricultural Ministers has agreed to a downward adjustment in the representative rate, or 'green pound', used to calculate the sterling value of Community agricultural prices. The latest devaluation will take effect for most products from 27 October, but its implementation will be deferred until 3 November for cereals other than common wheat, until 5 January for beef, and until 1 July for common wheat.

The new rate will raise support prices for farmers by about 6 per cent in sterling terms, and should be worth about £90 million to them in a full year, after taking account of the effect on feed costs.

Announcing the adjustment in the Commons on 15 October, the Minister of Agriculture, Fisheries and Food, Frederick Peart, said, 'We have agreed to these changes in the interest of our agriculture industry and in order to safeguard our food supplies. We have sought to keep a balance with consumer interests'. The main effects of the adjustment on the consumer will be an increase in the price of milk and likely rises in the price of butter and cheese, but the total effect in a full year is expected to be less than 1 per cent on the cost of food and 'less than one-quarter of 1 per cent' on the total cost of living.

The Council also agreed to a devaluation of the Irish 'green pound', making it possible to end the Border changes hitherto imposed on trade between the UK and the Irish Republic.

No progress on aid to non-Associated countries

At the EEC Development Council on 13 October there was little progress on proposals for implementing the principle, which was agreed 15 months ago, of Community financial aid and technical assistance to the non-Associated developing countries. Britain's Minister for Overseas Development, Reginald Prentice, described the outcome as 'profoundly disappointing'.

Development Ministers also failed to reach agreement on proposals for an increase in Community food aid for 1976. Nor was there any decision about a Community contribution – which could count against aid for non-Associates – to the International Fund for Agricultural Development (IFAD), which is to be established next year following a resolution at last November's World Food Conference in Rome. Ministers did agree, however, that Permanent Representatives should try to reach some agreement on the principle of a Community contribution, subject to contributions from others, and the approximate amount involved, in time for a pledging conference to the Fund to be held on 27 October.

Five-year programme

The Commission proposals for non-Associates involve a five-year programme of financial aid amounting to 766 million units of account (approximately £330 million). The bulk of this amount would go to the poorest countries concerned, giving priority to agricultural and rural development; and 36 mua would be used to promote export skills. As a second best, the Council was asked to agree the provision of 100 mua in respect of 1976 only, with a further 5 mua for export promotion.

Mr. Prentice expressed full UK support for the Commission's proposal and said that, while he accepted that EEC Associate countries should have a degree of priority, Britain, like the Netherlands, is seeking a broadly equal balance in the distribution of Community aid between the Associates, and the rest. He pointed out that the needs of the poorest developing countries – mostly non-Associates – had worsened considerably in recent months, but the funds made available through the UN emergency measures of last year would soon be used up, and that timing was a matter of importance.

Various arguments were put forward by those Members opposed to the proposals. Apart from the need for financial stringency, it was argued that the Community should not rush into new commitments without first assessing what claims might be made as a result of the recent Special Session of the UN, the forthcoming consumer/producer dialogue, etc. It was also suggested that harmonisation and co-ordination of Member States' bilateral aid policies might be a more effective way of helping the non-Associates.

There was no agreement on Commission proposals for increased food aid in 1976, and for the moment at least there is agreement only to sustain existing levels. Mr. Prentice spoke on the Community's need to respond to the proposals of the Food Conference, stepping up efforts to provide food aid throughout the world and setting a target of £10 million for cereals.

UK disappointment

Reporting on the outcome of the Council to the House, Mr. Prentice has said in a written reply to Mr. Frank Hooley: 'I have made clear to our Community partners our disappointment at this result. Her Majesty's Government remains in no doubt of the need for the Community to have a balanced aid programme designed primarily to help those countries in the greatest need. It will continue to do all it can in discussions bilaterally with Community Ministers and in discussions on wider Community issues to reach agreement on ways and means of taking action to implement a decision in principle to provide aid to non-Associates.'

Transport Ministers meet in preparatory session

Community Transport Ministers met in preparatory session in Luxembourg on 15 October, with a view to a further Council in December.

The meeting took the form of a general discussion on the framework for a common transport policy and the immediate priorities for the December Council. There was an exchange of views on an Italian package proposal on which Italy felt some overall decisions might be taken. Ministers also discussed the transport aspects of summertime.

During the meeting, Britain's Transport Minister, John Gilbert, drew attention to the difficulties which would face the UK road haulage industry if this country had to implement by the beginning of next year existing EEC Regulations on drivers' hours and the use of tachographs, which measure speeds and distances of vehicles as well as the hours worked by drivers.

Dr Gilbert explained, however, that Britain had no wish to dismantle the social framework of Community transport policy. Britain agreed that membership of the Community entailed accepting some disadvantages as well as advantages. 'We are,' he said, 'in no way, I repeat in no way, resisting movement to a Community regime.'

Government Publications in London

from

Her Majesty's Stationery Office, 49 High Holborn WC1V 6HB

HMG's approach to EEC's preliminary draft budget, 1976

Parliamentary answer by Chief Secretary to the Treasury

The Chief Secretary to the Treasury, Joel Barnett, explained the Government's approach to the EEC budget for 1976 in answer to a Parliamentary Question from David Marquand, Labour Member for Ashfield, on 15 October.

Mr. Marquand asked the Chancellor of the Exchequer if he would make a statement about the discussions in the EEC Budget Council on 22 and 29 September on the preliminary draft Community Budget for 1976.

Mr. Barnett replied, 'The Budget Council considered the preliminary draft budget containing estimates by the EEC Commission of expenditure in 1976. The total expenditure proposed amounted to 8,058 million units of account. Agreement was reached in the two meetings of the Council on cuts totalling 584 million units of account and the Council adopted a declaration that during later stages of the budgetary procedure they would take account of any further economies in expenditure which could be made. The budget provisionally approved, and subsequently forwarded to the European Assembly, amounts to 7,474 million units of account, about £3,100 million; this represents an increase of about 19 per cent over the 1975 budget total. The increase is partly due to inflation and partly to the expansion of existing Community policies. The Assembly will return the budget for further consideration by the Council at the end of November.

'Her Majesty's Government's approach to the preliminary draft budget was conditioned by the compelling need to contain the growth in public expenditure; our contribution to the Community budget is part of this and I therefore looked with particular care at the proposals in the budget for increases in Community expenditure.

'I consider the outcome of the Council discussions has been on the whole satisfactory for the United Kingdom, both generally and in the areas of most importance to us. The growth in the budget has been contained at an acceptable level.

Regional Development Fund

'The decisions taken by the Budget Council on the Regional Development Fund will not hinder the objective, to which HM Government attaches importance, of its becoming operational as soon as possible. The Council fixed the commitment appropriations at the level of 500 million units of account proposed by the Commission, and the level of actual payments appropriations at 300 million units of account should, allowing for a considerable carry-forward of unspent appropriations from 1975 to 1976, be sufficient to meet all payments likely to be made in 1976. If they in fact turn out to be higher the Council accepted that a supplementary budget might be required.

European Social Fund

'The provision of 400 million units of account decided by the Council for the European Social Fund was lower than the 500 million units of account proposed by the Commission, but part of the reduction reflected the fact that no policy decision had yet been taken by the Council on anti-crisis measures to assist areas particularly affected by current economic difficulties. I regret the further cuts made by the Council on the Commission's proposals since this is the only area of Community expenditure directly concerned with assistance to the unemployed. However it is relevant that, since expenditure from the Social Fund is classified as non-obligatory, the European Assembly has the last word on the amount of provision in the budget.

Aid to non-Associates

'The Budget Council decided to delete appropriations proposed by the Commission for aid to non-Associates because, although the Council had agreed in July 1974 to the principle of granting such aid, there had not yet been a Council decision on the methods of putting this principle into practice. But I made it clear that I accepted the deletion on the strict understanding that it was without prejudice to subsequent policy decisions of the Council. A statement recording the Council's agreement on the point has been included in the general introduction to the draft budget as "established" by the Council.

Agricultural Guarantee expenditure

'The provision agreed in the Budget Council on 29 September for Agricultural Guarantee expenditure was 5,160.5 million units of account, nearly 460 million units of account above the expected out-turn for 1975, after taking account of a supplementary budget for 1975 also agreed by the Council. This, in accordance with normal budgetary procedure of the Community, represented an estimate of continuing the Common Agricultural Policy in its present form and with support prices at their current levels.

'The Government is greatly concerned at this very large increase in the cost of the CAP and considers that it underlines the urgent need to make changes in the agricultural support arrangements which will lead to reduced expenditure. However the proper forum in which to pursue these changes is the Council of Agricultural Ministers which is to resume its "stocktaking" discussions of the CAP at the end of the month.'

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

New EC Legislation

The legislation listed below has been published in the 'Official Journal of the European Communities' as indicated against each item. The 'Official Journal' is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other Member States' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 4174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common Agricultural Policy

The texts of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

Processed agricultural products. Regulation (EEC) 2464/75 determining the amounts of the variable components, compensatory amounts and additional duties applicable during the fourth quarter of 1975 on the importation of goods covered by Regulation (EEC) 1059/69 (*Official Journal* L255, 1 October 1975).

Fruit and vegetables. Regulation (EEC) 2520/75 amending Regulation (EEC) 497/70 on rules for the application of export refunds on fruit and vegetables (*Official Journal* L257, 3 October 1975).

Regulation (EEC) 2571/75 amending Regulation (EEC) 1203/73 fixing the conversion factors to be applied to the buying-in prices for fruit and vegetables (*Official Journal* L262, 10 October 1975).

Hops. Regulation (EEC) 2540/75 defining the event in which the payment of aid to hop growers becomes due and payable (*Official Journal* L259, 7 October 1975).

EEC/Mexico Agreement

The 25 July issue of *Trade and Industry* (page 237) contained a notice about the agreement between the EEC and Mexico which was signed on 15 July 1975.

The text of this agreement, which will enter into force on 1 November 1975, has been published as Regulation (EEC) 2411/75 in the *Official Journal* L247, 23 September 1975.

EEC/Rules of Competition

The *Official Journal of the European Communities* L249 of 25 September 1975 contains the text of a preliminary Commission Decision dated 25 July 1975 relating to a proceeding under Article 85 of the Treaty of Rome.

75/570/EEC – Zuid-Nederlandsche Bronbemaling en Grondboringen BV/Heidemaatschappij Beheer NV (reference DGIV/28.967) concerning the refusal by Heidemaatschappij to grant further licences in the Netherlands for its patented drainage equipment without the consent of certain of the existing licensees. The agreements concluded in June and July 1971, were notified to the Commission on 6 August 1974. The Commission considers that the agreements are caught by Article 85(1) and that there are no grounds for granting exemptions under Article 85(3) of the Treaty. A preliminary Decision has been issued which has the effect of removing the immunity given by notification of the agreements from the imposition of fines under Article 15 of Regulation 17. A final Decision will be issued when further proceedings have taken place.

Further information. Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5092.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

EEC information for businessmen: free booklet

EEC – Your Questions Answered, an 87-page booklet published by the EEC Information Unit, contains answers to businessmen's inquiries on a wide range of EEC subjects. These include trade with EFTA and other countries associated with the Community, customs procedures and documentation, tariffs, market information and non-tariff barriers to trade.

The booklet also provides basic information about the role of the Community institutions and has articles on the ECSC, Euratom and the European Investment Bank. The final section of the booklet is devoted to time-saving reference material including a glossary of abbreviations, lists of publications and 18 pages of useful addresses and contacts in Europe and the UK.

The EEC Information Unit, from which copies of the booklet may be obtained free of charge, was set up specifically to help the businessman wanting facts about the EEC and the way its policy, procedures and legislation could affect his business operations and decisions. Although the Unit's prime responsibility is with those matters which are the concern of the Departments of Industry, Trade and Prices and Consumer Protection, it is usually possible to direct an inquirer to sources of specialist advice in other government departments. The address for inquiries or publication requests is the EEC Information Unit, Department of Industry, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4301 (6 lines).

The Lomé Convention – imports from ACP States

Under the interim arrangements for trade with the African, Caribbean and Pacific (ACP) signatories of the Lomé Convention, imports from these States into the UK satisfying the relevant origin conditions and accompanied by a movement certificate EUR 1 (or EUR 2) are eligible for duty-free entry and, in some cases, for reduction in CAP levies.

Although arrangements were made to provide a supply of EUR 1 certificates to the authorities in the ACP states in time for them to be brought into use on 1 July 1975 it is apparent that many of the ACP States have not yet made arrangements to issue them.

In the circumstances, HM Customs and Excise have decided that, in respect of goods exported from an ACP state up to and including *31 December 1975*, in cases where an EUR 1 cannot be obtained but where there is no reason to suppose that the goods do not satisfy the origin conditions, ACP treatment may be granted provided that a movement certificate of the type requiring certification by the Customs authority of the exporting State is produced, eg Certificate AA 1 or AY 1. Properly completed GSP forms A will also be accepted for ACP purposes. Commonwealth Preference certificates will not, however, be accepted.

Further Information: HM Customs and Excise, 1CE2, Adelaide House, London Bridge, London EC4R 9DB, tel. 01-626 1515 ext. 2294.

Trade Information

Fifth meeting of Anglo-Finnish Joint Commission

The main task of the Anglo-Finnish Joint Commission, which is a mixed body of officials and industrialists, is to promote further industrial co-operation and exchange of scientific and technological information and know-how in the fields of interest to the industrial enterprises and research institutions of both countries.

The fifth meeting of the Joint Commission took place in Helsinki from 13-17 October. There was a useful exchange of views and a detailed discussion of special sectors of possible activity.

The Commission reviewed the areas in which collaboration could be of benefit to both sides and agreements were reached on a number of practical steps to be taken over the coming year. There were also a number of visits to various sectors of Finnish industry.

In the five years in which the memorandum of understanding has been in existence a wide range of topics have been brought before the Commission. This year's topics included electronics and computer software (including computer software and commercial data processing: medical electronics and pollution monitoring); power, eg the effective utilisation of energy; and transport technology. The possibility of co-operation in third countries was also discussed.

Next year's meeting of the Joint Commission will be held in Britain.

The Finnish team was led by Mr. P. Rekola, Under-Secretary, Finnish Ministry of Commerce and Industry. The British team was led by Mr. D. N. Royce, Under-Secretary, Commercial Relations and Exports Division, Department of Trade.

Periodic meetings of the Commission are provided for in the Memorandum of Understanding signed between the two Governments in December 1970. The continuing activity sponsored by the Commission takes place between meetings.

The industrial visits were to: UPO, Nastola (Plastics); Asko Osakeyhtio, Lahti (Furniture); Rautaruukki Oy, Hameenlinna (Steel plant); Polar Pak, Hameenlinna (Packaging); and Oy Nokia Ab Electronics, Helsinki (Electronics).

Dr. Ramon Escover Salom, Venezuelan Foreign Minister, with Peter Shore, Secretary of State for Trade, during a visit to London by the Venezuelan Minister. Venezuela's trade development plans were discussed.

Woodfibre insulating board from Norway and Poland: application for anti-dumping investigation

The Department of Trade has accepted for full investigation an application under the Customs Duties (Dumping and Subsidies) Act 1969 alleging that woodfibre insulating board is being imported from Norway and Poland at prices which constitute dumping and that, as a result, the British industry is suffering material injury.

While this investigation is restricted at present to Norway and Poland it may be extended to include other countries exporting insulating board to the UK at prices which appear to be dumped.

A statement of the applicant's claim will be supplied to interested parties who give an undertaking to treat the information in strict confidence. Any representations in connection with this application, other than from the foreign suppliers with whom special arrangements will be made, should be submitted in writing not later than 7 November 1975. Such representations, in summarised form and without attribution to the source, may be passed to the applicants for comment. Those making the representations should stipulate any particular matters which they do not wish to be disclosed.

Requests for copies of the statement, together with an undertaking in the terms set out above, should be sent in writing to General Division, Department of Trade, Room 348, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

Niger-Saudi Arabian finance

The Niger Foreign Minister recently announced that Niger had obtained from Saudi Arabia a grant of 2 milliards CFA francs.

Within the framework of this grant, an agreement was signed in Niamey on 19 September covering the expenditure of the first 500 million CFA francs, to enable Niger to embark on its programme of building up its cattle population by providing breeding centres and by digging wells.

Inquiries: CRE 01-215 5334.

Name and address with cable

British firms cabling an overseas organisation for the first time should ensure that they include their name and full postal address. There is no comprehensive directory of cable addresses, and commercial departments in British embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Application for reimposition of import duty on EEC goods and associated reductions of duty on non-EEC goods

The Department of Trade has received applications for the reimposition of the United Kingdom 'M' and 'full' rate of duties with effect from 1 January 1976 on the following items. This is in response to the notice of the Annual Review in *Trade and Industry* on 22 August 1975.

Tariff heading	Description	Reference
29.13	1,5-Dichloroanthraquinone	T 13852
73.14	Copper coated iron or steel wire with a diameter of not less than 0.790mm and not more than 0.840mm for telephone and telegraphic purposes	T 15689
	Iron or steel wire whose greatest cross-sectional dimension is not less than 0.25mm and not more than 0.50mm and whose length is not less than 15mm and not more than 44mm; containing less than 0.60 per cent by weight of carbon	T 15431
85.15	The following apparatus for use in aircraft: (e) very high frequency communication apparatus (VHF/COM) (transmitters, receivers or combined transmitter/receivers), covering a frequency band of at least 118 to 135.95MHz, with not less than 180 channels and capable of operating in areas where 50KHz channel spacing is in force: transmitters transmitter-receivers receivers, whether or not combined with a sound recorder or reproducer being apparatus of a type approved by the Civil Aviation Authority at the date of this Order under Article 14(5) of the Air Navigation Order 1974 for use in aircraft of not more than 5,700kg maximum total weight authorised, flying in controlled airspace in accordance with the Instrument Flight Rules as defined in the said Air Navigation Order, but not for use in other aircraft	T 11057/2

Representations should be addressed to Department of Trade, General Division, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, giving the reference shown above. These should be received by 7 November 1975.

Applications for temporary exemption from import duty

The Department of Trade is considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and *will remain in operation until the date shown in column 4 below* or for such shorter period as may be justified.

Interested parties who wish to make representations should address them to General Division, Department of Trade, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the reference shown below and stating whether their names may be passed to the applicants for temporary exemption.

Representations should be received by 7 November 1975.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
38.19	Mixtures of iminoethylene oligomers containing not less than 45 per cent by weight of compounds with six amine groups in the molecule	Pentaethylene hexamine	30 June 1977	15246

One of the two Brookes' 2-in magazine fed, automatic cut-off lathes supplied to Brazil, on test at the company's Oldbury, West Midlands works. The machines, developed by Brookes (Oldbury) Ltd., a TI Machine Division company, are for a shock absorber factory being built in Brazil by the Brazilian/Japanese joint venture company Nakata Tokico.

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Notices to Importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH.

No. 1515: Imports of bananas from the Dollar Area

To offset expected shortfalls in supplies of fresh bananas to the United Kingdom from other sources, a supplementary quota of 5,000 tons has been established for imports from the Dollar Area.

In order to ensure continuity of imports, the Department's Import Licensing Branch will allocate the supplementary quota among existing licence holders, having regard to the use they have made of their existing allocations under the current quotas for 1975/76. Import licences will be issued to importers against their allocations only for those amounts for which they can produce evidence of a firm contract with the overseas supplier. Licences issued under these arrangements will not be valid after 30 September 1976.

The Dollar Area, as defined in the Open General Import Licence, means Bolivia, Canada, Colombia, Costa Rica, Cuba, Dominican Republic, Ecuador, El Salvador, Guatemala, Haiti, Republic of Honduras, Liberia, Mexico, Nicaragua, Panama, the Philippines, the United States of America and Venezuela.

Inquiries: ILB, tel. 01-603 4644, ext. 281.

No. 1516: Imports of textiles from Hong Kong – revised arrangements

Note: The arrangements set out in this Notice supersede the existing quota arrangements for textiles from Hong Kong.

The Community has negotiated and initialled an Agreement with Hong Kong on trade in textiles for each of the calendar years 1975, 1976 and 1977. The Agreement provides for voluntary restraint to keep exports to the Community of certain textile products intended for domestic consumption at agreed levels. Pending announcement of Community legislation to conclude the Agreement its provisions are being operated de facto as set out in the following paragraphs. Should the subsequent legislation result in any change in the provisions outlined here however a further Notice to Importers will be issued.

Scope of the agreement and quantitative levels to be applied under Community arrangements. The textile items covered by the Agreement and the levels to be adhered to by Hong Kong in respect of those exports to the United Kingdom are set out in the Annex to this Notice. Account will be taken of the amount of goods already exported from Hong Kong in 1975. The Hong Kong authorities will administer the quotas by issuing export certificates to Hong Kong exporters for onward transmission direct to United Kingdom importers. These certificates, together with a completed form ILB/A should be sent by the importer to Import Licensing Branch who will issue import licences up to the appropriate overall quota limit.

Existing United Kingdom restrictions on textiles from Hong Kong that are not affected by the Community arrangements. Interim arrangements pending completion of the Community arrangements for imports of cotton and polyester/cotton textiles from Hong Kong for the period 1 January to 30 September 1975 were set out in Notices to Importers Nos. 1474 and 1491. Cotton yarn and some cotton textiles whose levels of export to the United Kingdom are currently restrained are not, however, covered by the EEC-Hong Kong Agreement. The existing import arrangements for these goods are unaffected by the EEC arrangements and the licensing requirements remain effective for the time being. A further announcement about future quota levels and import arrangements will be made as soon as possible.

Imports for re-export. Imports of restricted textiles from Hong Kong will not be set off against the quotas if they are re-exported *outside the EEC* in the same state or after limited processing. The general import licensing arrangements for restricted textiles re-exported from the United Kingdom are set out in Notice to Importers No. 1441.

United Kingdom import surveillance. In addition to the textiles covered by this Notice most other textiles from Hong Kong and other non-EEC countries are subject to UK surveillance arrangements. Descriptions of these goods and the licensing arrangements are set out in Notices to Importers Nos. 1484 and 1502.

Inquiries to Import Licensing Branch, tel. 01-603 4644 ext. 275.

ANNEX

Textiles originating in Hong Kong – UK quota levels under Community arrangements

Category no.	Tariff heading	Description of goods		UK quota levels 1975	1976	1977
1	ex 51.04 ex 55.09 ex 56.07	Woven fabrics of cotton or of man-made fibres, unbleached or bleached	(tonnes)	17,291	17,377	17,464
1A	of which: ex 51.04 ex 56.07	Woven fabrics of synthetic textile fibres (continuous, discontinuous or waste) unbleached or bleached	(tonnes)	(7,298)	(7,334)	(7,371)
2	ex 51.04 ex 55.09 ex 56.07	Woven fabrics of cotton or of man-made fibres, other than unbleached or bleached	(tonnes)	8,105	8,146	8,187

Category no.	Tariff heading	Description of goods	UK quota levels 1975	1976	1977
		of which:			
2A	ex 51.04 ex 56.07	Woven fabrics of synthetic textile fibres (continuous, discontinuous or waste) other than unbleached or bleached (tonnes)	(4,140)	(4,160)	(4,182)
3	ex 60.04	Undergarments, knitted or crocheted, not elastic or rubberised: Shirts, T-shirts, undervests, singlets and the like (1,000 units)	11,527	11,585	11,643
4	ex 60.05	Outer garments and other articles, knitted or crocheted, not elastic or rubberised: Jerseys, pullovers, slipovers, twin-sets, cardigans, bedjackets and jumpers (1,000 pieces)	17,585	17,673	17,761
5	ex 60.05	Outer garments and other articles, knitted or crocheted, not elastic or rubberised: Infants' garments Bathing costumes and trunks Dresses and frocks Skirts Combination sets (tonnes)	1,821	1,850	1,924
6	ex 61.01 ex 61.02	Men's and boys' outer garments: Raincoats of the overcoat type Women's, girls' and infants' outer garments: Raincoats of the overcoat type (1,000 pieces)	549	572	595
7	ex 61.01	Men's and boys' outer garments: Suits Jackets, blazers and the like (1,000 pieces)	2,378	2,644	3,028
8	ex 61.01 ex 61.02	Men's and boys' outer garments: Trousers, jeans, breeches and the like Women's, girls' and infants' outer garments: Trousers, jeans, breeches and the like, except divided skirts (1,000 pieces)	25,953	26,083	26,213
9	ex 61.02	Women's, girls' and infants' outer garments: Coats and jackets (1,000 pieces)	1,083	1,260	1,436
10	ex 61.02	Women's, girls' and infants' outer garments: Dresses Skirts, including divided skirts (1,000 pieces)	4,167	4,408	4,642
11	ex 61.02	Women's, girls' and infants' outer garments: Shirts and blouses (1,000 pieces)	5,546	5,742	5,936
12	ex 61.03	Men's and boys' under garments including collars, shirt fronts and cuffs: Shirts (1,000 pieces)	27,460	27,597	27,735
13	ex 61.03 ex 61.04	Men's and boys' under garments, including collars, shirt fronts and cuffs: Pyjamas and other night garments Women's, girls' and infants' under garments: Pyjamas, nightdresses and other night garments (1,000 pieces)	3,600	3,729	4,052
14	ex 62.02	Bed linen, table linen, toilet linen and kitchen linen: Bed linen Table linen Toilet linen and kitchen linen (tonnes)	4,260	4,281	4,302
15		Not applicable to UK			
16	60.04	Under garments, knitted or crocheted, not elastic nor rubberised, other than: Shirts, T-shirts, undervests, singlets and the like Men's and boys' drawers and briefs (tonnes)	733	763	793
17	ex 61.01 ex 61.02	Men's and boys' outer garments: Waterproof garments and raincoats other than raincoats of the overcoat type Women's, girls' and infants' outer garments: Waterproof garments and raincoats other than raincoats of the overcoat type (1,000 pieces)	1,522	1,613	1,710
18	ex 61.01 ex 61.02	Men's and boys' outer garments: Work clothing Women's, girls' and infants' outer garments: Work clothing (1,000 pieces)	2,133	2,240	2,352
19	ex 61.01 ex 61.02	Men's and boys' outer garments: Articles of apparel used for sports Women's, girls' and infants' outer garments Articles of apparel used for sports (1,000 pieces)	405	429	455
20	ex 61.01 ex 61.02	Men's and boys' outer garments other than: Waterproof garments Work clothing Articles of apparel used for sports Suits Trousers, breeches and the like Jackets, blazers and the like Women's, girls' and infants' outer garments other than: Waterproof garments Work clothing Articles of apparel used for sports Coats and jackets Skirts Shirts and blouses Trousers, jeans and the like (tonnes)	2,699	2,861	3,033
21	ex 61.03 ex 61.04	Men's and boys' under garments including collars, shirt fronts and cuffs, other than: Shirts Pyjamas and other night garments Women's, girls' and infants' under garments other than: Pyjamas, nightdresses and other nightwear (1,000 pieces)	4,238	4,492	4,762

Imports of potatoes other than seed potatoes

Notice to Importers No. 1505 (see *Trade and Industry*, 5 September 1975, page 576), set out import licensing arrangements for new and maincrop potatoes. Licences granted under these arrangements are valid up to 30 November 1975.

The general provisions of NTI 1505 will continue to apply after November and henceforth licences will be granted valid up to 31 December 1975.

Traders should not make new applications in respect of consignments for which licences were granted valid to 30 November 1975 but not exhausted by that date. In such cases, licences should be sent to ILB for the validity date to be extended to 31 December 1975.

Inquiries: Import Licensing Branch, tel. 01-603 4644, ext. 289/281.

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Tariff and Trade Notices

Belgium

Preserved vegetables and fish: price and quantity marking. The *Moniteur Belge* no. 166, 29 August 1975, published a decree dated 25 August 1975 amending the decree of 12 February 1975 concerning price and quantity marking. The provisions relating to the indication of prices and quantities, due to enter into force on 1 September 1975, have been temporarily postponed for preserved vegetables and preserved or semi-preserved fish. Copies of the decree (in French) are available. Inquiries: OTAR ext. 288/466/467.

Denmark

Reduction in VAT. With the exception of motor vehicles, a reduction in VAT (MOMS) of 5¾ per cent – from 15 per cent to 9¼ per cent – will take effect from 29 September and last until the end of February 1976. Retail prices will therefore drop by 5 per cent. The Regulation will be operated at the convenience of traders either:

by reducing tax-inclusive prices by 5 per cent, or
by adding VAT at 9¼ per cent only to tax-free prices quoted on invoices.

Inquiries: OTAR ext. 7174/408/482.

Part of Rank Strand Electric's computerised system DDM lighting control equipment, which is to be installed at La Scala, Milan. La Scala is noted for the visual as well as the musical excellence of productions of opera and ballet. The order is worth £200,000. Cables for the equipment are being provided by BICC. The control part of the equipment, which is connected to the computer, employs substantial quantities of pvc equipment wires. For the thyristor dimmer control equipment, BICC has also supplied some 10,000m flexible cable with hard, heat-resisting pvc insulation. These cable types are manufactured respectively at the Melling (Liverpool) and Helsby, Cheshire, factories of BICC General Cables Ltd.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Italy

Colour televisions: import declaration. The Italian *Informazioni per il Commercio Estero*, 10 September 1975, published Ministry of Foreign Trade circular 1/222971 dated 28 August 1975 stating that from 31 August 1975 colour televisions (tariff no. 85.15 A III cI) originating from all countries except Japan, must be admitted by the import declaration procedure.

The declaration obtainable by the importer must be accompanied by the invoice listing the products imported as well as a certificate issued by the Ministry of Posts and Telecommunications attesting that the equipment conforms to the technical regulations laid down in the Ministerial decree 9 August 1975.

Colour televisions originating from Japan will continue to be admitted under Ministerial licence within the annual quota limits but should also conform to the above-mentioned technical regulations.

This circular will remain in force until 31 December 1976. Inquiries: OTAR ext. 466/467/288.

South Africa

Tariff application. Customs Tariff Application List 689, published in the South African *Government Gazette*, 17 October 1975, contains an application to the Board of Trade and Industries for increase in duty on power take-off transmission shafts, for use with agricultural equipment, classifiable under tariff subheading 84.63.90.10.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE tel. 01-215 5274.

Zambia

Ban on COD parcels. The Bank of Zambia has issued instructions to authorised dealers in foreign exchange (AD Circular 47), that no payment for purchases of goods from overseas by mail order should be effected, with immediate effect (this information transmitted on 16 October 1975). The position of parcels in the pipeline is not yet known, but Bank of Zambia clarification is being sought. As soon as further details are available they will be published in *Trade and Industry*. Inquiries: CRE 01-215 5754.

New Zealand

Customs Tariff Amendments. The New Zealand Government has issued Customs Tariff (Composite) Amendment Order (No. 3) 1975, which came into force on 3 October 1975, amending the following tariff items:

15.17.001, 15.17.009, 25.01.001, 25.01.002, 25.01.003, 25.01.009 which now read as follows:

No.	Description	Unit	Rates of duty effective on and after 1 July: Year	Normal tariff	British preferential	Other preferential rates of duty
Chapter 15	ANIMAL AND VEGETABLE FATS AND OILS AND THEIR CLEAVAGE PRODUCTS; PREPARED EDIBLE FATS; ANIMAL AND VEGETABLE WAXES					
15.17.000	Residues resulting from the treatment of fatty substances or animal or vegetable waxes	kg	1975	Free	Free	
Chapter 25	SALT; SULPHUR; EARTHS AND STONE; PLASTERING MATERIALS, LIME AND CEMENT					
25.01	Common salt (including rock salt, sea salt and table salt); pure sodium chloride; salt liquors; sea water:					
	Common salt:					
25.01.011	Rock salt	kg	1975	Free	Free	
25.01.019	Sheep and cattle licks	kg	1975	Free	Free	
	Other:					
25.01.021	Iodised *per 100 kg*	kg	1975	29c	12c	Aul Free
	per 100 kg		1976	29c	18c	Can Free
	per 100 kg		1977	29c	29c	CPC Free
25.01.029	Not iodised *per 100 kg*	kg	1975	29c	12c	Aul Free
	per 100 kg		1976	29c	18c	Can Free
	per 100 kg		1977	29c	29c	CPC Free
25.01.031	Pure sodium chloride					
	per 100 kg	kg	1975	29c	12c	Aul Free
	per 100 kg		1976	29c	18c	Can Free
	per 100 kg		1977	29c	29c	CPC Free
25.01.039	Other	kg	1975	Free	Free	

Aul = Australia. Can = Canada. CPC = Commonwealth Preference Countries.

Inquiries: OTAR ext. 401/468/489.

Tariff and Development Board reports. Copies of the following New Zealand Tariff and Development Board reports are available from Commercial Relations and Exports Division:

Fatty acids, glycerol, etc. (tariff items 15.10.101, 15.10.109, 15.11.001, 15.11.009, 15.17.001)
Salt (tariff items 25.01.002, 25.01.003, 25.01.009)
Railway and tramway goods vans, goods wagons and trucks and containers (tariff items 86.07.000 and 86.08.009)

Ref. CRE 511/75. Inquiries: CRE tel. 01-215 5321.

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Japan

Gas heating appliances: safety regulations. Further to a notice published in *Trade and Industry*, 25 July 1975, new safety regulations for domestic heating appliances are expected to be published in November 1975 and to be enforced from January 1976. Another notice will be issued as soon as details are available. Inquiries: OTAR ext. 420/475.

Electrical Appliance and Material Control Law. Further to a notice in *Trade and Industry*, 11 July 1975, an unofficial translation of the main points of the Electrical Appliance and Material Control Law is now available on loan to British exporters. A copy of the complete Japanese text of the law is also available on loan to British exporters. Inquiries: OTAR ext. 420/475.

United States

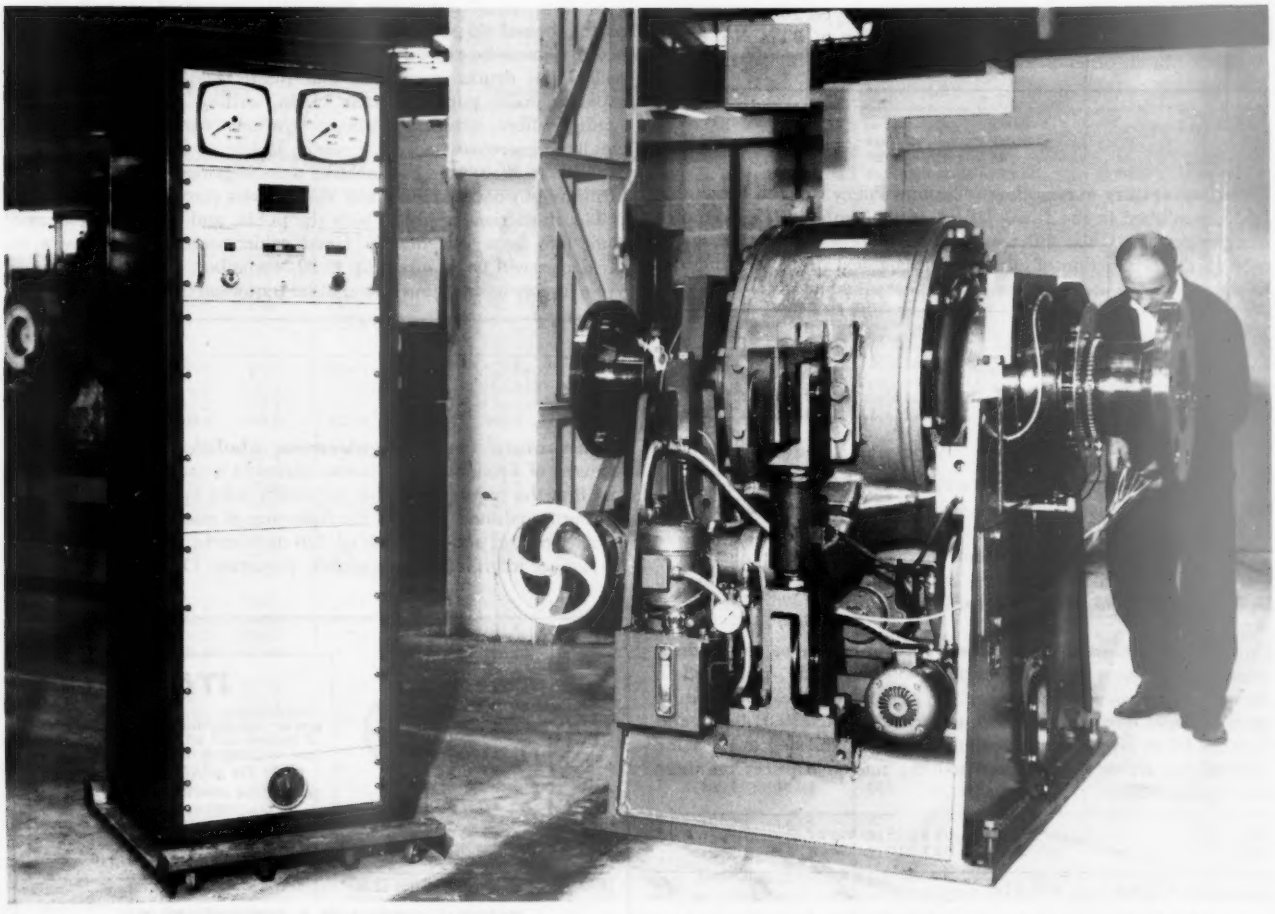
Sunglasses and eyeglasses. The US *Federal Register*, 6 October 1975, published final regulation on the mandatory requirements for all sunglasses and eyeglasses to be fitted with impact resistant lenses from 6 October 1975. A copy of the text is available to British exporters from OTAR ext. 456/457/7312.

Panama

Import quotas. The Price Control Office of the Republic of Panama announced, in Resolution 234, the following quotas:

Tariff no.	Description	Quota
011-03-00	Pork, fresh, frozen or chilled	10 gross kilos annually
012-01-00	Ham (not in hermetically sealed containers)	50% of the imports for 1974
012-03-99	Bacon (not in hermetically sealed containers)	75% of the imports for 1974
012-03-99	Pork, dried, salted, smoked, etc.	10 gross kilos annually
013-01-00	Sausages, Bologna, etc., (not in hermetically sealed containers)	10 gross kilos annually

Inquiries: OTAR ext. 476/474.



Export contracts completed recently by Froude Engineering, Worcester, include this advanced-technology high-speed dynamometer for the Naval Engineering and Test Establishment at La Salle, Quebec. Known as the FO631 and capable of absorbing and accurately measuring 9,000 brake horse-power at speeds between 1,280 rpm and 3,600 rpm, it will be used for the testing of diesel and gas turbine engines for marine applications. Froude Engineering, one of the Redman Heenan International group of companies, pioneered the development of hydraulic dynamometers. The 'F' range, the latest to be introduced, has been developed to meet the growing demand for programme-controlled engine-testing equipment and the FO631 machine illustrated is the largest from the range.

Jamaica

Import controls. The Prime Minister announced new steps on 8 October further to control and monitor the import of goods of all categories into Jamaica. For the remaining months of 1975 licences for capital goods subject to specific import licensing will not be issued unless the goods are to be imported in 1976, or if imported during 1975, are not paid for until 1976. They will be issued only for on-going construction and for essential capital works. The value of capital goods imported during 1975 will be deducted from 1976 foreign exchange allocations.

Importers of raw materials and intermediate goods are shortly to be required by the Trade Administrator to submit on a prescribed form to be made available, the value of raw materials ordered, the amount, description, source of supply and number of weeks supply which the order covers. Full particulars of these new measures are shortly to be published.

The Jamaican authorities by notice 2942 state that, owing to certain difficulties in definition, the list of capital goods, referred to in *Trade and Industry*, 19 September 1975, pages 673-4, has been cancelled. Importers needing clarification of matters relating to licences are invited to consult the Trade Administrator's Department.

Notice 2943, published 28 September 1975, states that revalidation will not be given against any import licences for capital goods submitted after 30 September 1975. No cases of hardship will be entertained. Inquiries: OTAR ext. 7312/456/457.

Barbados

Import licensing. The Barbados Authorities by SI 202 state that an import licence is required for the importation of BTN No. 08.07. Apricots, plums, peaches. Inquiries: OTAR ext. 7312/456/457.

Brazil

Chemicals: duty exemptions. Customs Policy Council Resolution 2,552, published in the *Diario Oficial*, 16 September 1975, exempted from import duty the following chemicals provided that they are used in the production of agricultural chemical protectors and can be shown to have been used for the purpose subsequently:

Tariff heading	Goods
29.14.19.01	Propionic acid
29.14.19.02	Propionic anhydride
29.22.99.00	Dichloraniline (DCA 93 per cent)

Inquiries: OTAR ext. 476/474.

Rice: duty exemption. Customs Policy Council Resolution 2,557, published in the *Diario Oficial*, 22 September 1975, exempted a quota of 11,000 tonnes of grain and de-husked rice, under tariff headings 10.06.01.00 and 10.06.02.00, from import duty. The application of this resolution will be controlled by CACEX. The concession will lapse on 18 December 1975. Inquiries: OTAR ext. 476/474.

Epoxy and ethoxyline resins: reference price and duty changes. Customs Policy Council Resolution 2,554, published in the *Diario Oficial*, 22 September 1975, changed the import duty on epoxy and ethyoxyline resins, of tariff headings 39.01.01.07 and 39.01.02.08 to 50 per cent. Resolution 2,555, published in the same issue of the *Diario Oficial*, increased the reference prices on these headings as follows:

39.01.01.07	US $ 3.20 per kilo cif
39.01.02.08	US $ 3.10 per kilo cif

Inquiries: OTAR ext. 476/474.

Orthoxylene: reference price. Customs Policy Council Resolution 2,556, published in the *Diario Oficial*, 22 September 1975, established a reference price for orthoxylene, under tariff heading 29.01.48.00. The new price is US$350.00 per tonne cif. Inquiries: OTAR ext. 476/474.

Registered trade marks

The lists of tariff, customs and import regulation changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

Bolivia

Imports: prior deposit and prohibitions. The Bolivian Government has issued a decree whereby all private importers will have to deposit 25 per cent of the value of the goods 120 days before the expected date of arrival in Bolivia. Exemptions have been granted to the mining and oil industries; cement, wheat flour, edible oil, milk products and pharmaceuticals are similarly exempt.

Another decree bans the import of the following goods:
Oat flour, soup powders, raising agents for bread, baking powder and gelatine in small containers, wine, shampoo, deodorants (solid or paste), household soap and detergents, wax floor polish, scouring powder, joints for pipes ½ in. to 10 in., pipes ½ in. to 10 in., polyvinyl sacks, steel drums, demijohns and plastic bottles up to 10 litres capacity, toilet paper, exercise books, writing paper, stockings of synthetic fibre, external cotton or synthetic clothing for men and children (overcoats, jackets, trousers, jumpers), 1.5 volt batteries of 31 to 33mm diameter (this includes those imported with radios, etc.), furniture of wood or metal, and zip fasteners (except from Ecuador).

The restrictions apply to both the public and private sectors and come into force immediately. Goods which were in transit prior to the decree will be admitted up to 30 November.

No further information is available. Inquiries: OTAR ext. 474/476.

Peru

Documentary credit requirement abolished. The Peruvian Minister of Economy and Finance stated in a radio and TV broadcast that the requirement that importers must open letters of credit has been abolished but that the financing of essential imports on 90 days terms and non-essentials on 120 days terms remains obligatory. No further information is available. Inquiries: OTAR ext. 474/476.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1970	1970	1970	1970	1970							
£m in base year		31,365	9,380	2,130	2,090							
Series in						£ million				£ million		
1970	100	100	100	100	100	450	325	68	−30	735	−12	747
1971	102	103	102	93	104	70	−148	52	−10	1,048	282	766
1972	104	109	104	82	117	−5	−175	48	−11	128	−690	818
1973	110	114	107	88	125	960	396	102	334	−835	−2,295	1,460
1974	110	114	105	98	113	553	666	81	−68	−3,668	−5,234	1,566
1972 3rd qtr.	104	110	103	79	115	8	−35	6	−16	−89	−280	191
4th qtr.	107	111	105	80	124	19	13	24	−10	−11	−213	202
1973 1st qtr.	110	115	109	86	130	353	166	37	51	−150	−354	204
2nd qtr.	109	112	104	83	118	274	88	3	185	−78	−403	325
3rd qtr.	110	114	107	92	120	155	46	29	47	−198	−564	366
4th qtr	109	114	107	89	132	178	96	32	51	−409	−974	565
1974 1st qtr.	106	113	108	97	112	−174	−31	18	−59	−849	−1,275	426
2nd qtr.	110	112	100	96	110	274	191	43	27	−918	−1,307	389
3rd qtr.	112	114	103	97	119	359	368	3	−14	−830	−1,206	376
4th qtr.	111	116	107	101	113	94	139	17	−22	−1,071	−1,446	375
1975 1st qtr.	110	116	106	93	102	−172	−4	−31	−57	−340	−746	406
2nd qtr.	107	114	103	86	100	−340	−121	−52	−52	−258	−548	290
3rd qtr.										−560 p	−890 p	330 **
% change last 2 qtrs. on prev. 2 qtrs.	−2.5	—	−0.8	−9.4	−13.2							
on a year earlier	+0.5	+2.2	+0.5	−7.4	−8.9							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (GB)			Trade	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales*	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
Base of index	1970	1970	1971		Jan. 1974		1970	1970	July 1972					
£m in base year			15,895											
Series in				thousands						thousands		thousands	On a balance of payments basis: £ million at current prices	
1971	100.5	99.7	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	737	3.2	129	8,810	8,528
1972	102.6	102.3	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	816	3.6	145	9,140	9,830
1973	110.2	110.9	110.7	137.3	179.4†	9.2	144.5	123.2	115.6	581	2.6	304	11,771	14,066
1974	106.4	108.0	109.9	102.7	108.5	16.0	215.3	152.0	138.7	572ø	2.5ø	298ø	15,886	21,120
1974 1st qtr.	104.0	106.3	109.8	103	101.4	12.9	212.5	138.3	125.0	546	2.4	286	3,563	4,838
2nd qtr.	107.9	109.6	107.3	104	107.5	15.8	213.7	148.9	132.3	552	2.4	311	3,977	5,284
3rd qtr.	108.4	109.9	111.0	109	110.2	17.0	212.9	156.1	144.0	592	2.6	306	4,239	5,445
4th qtr.	105.3	106.1	111.6	96	115.1	18.2	222.1	164.9	153.5	..	..	..	4,106	5,553
1975 1st qtr.	104.4	105.7	111.5	106	122.0	20.3	220.9	176.0	163.6	701	3.1	..	4,613	5,359
2nd qtr.	100.1	100.2	108.7	91	133.6	24.3	225.6	186.3	176.3	814	3.6	166	4,456	5,004
3rd qtr.			105.3 p				239.0 p	193.4 p	185.1 p	967	4.2	133	4,621 p	5,511 p
1974 Sept.	107.3	108.5	112.2	118	111.0	17.1	212.8	158.6	146.4	603	2.7	301	1,465	1,838
Oct.	106.2	106.6	111.4	102	113.2	17.1	220.1	162.2	148.7	607	2.7	294	1,371	1,859
Nov.	105.8	106.9	112.8	98	115.2	18.3	223.8	164.8	153.9	613	2.7	273	1,327	1,929
Dec.	103.8	104.9	110.8	87	116.9	19.1	222.5	167.6	158.0	..	..	..	1,408	1,765
1975 Jan.	105.1	107.2	113.0	109	119.9	19.9	222.1	173.0	159.8	678 e	3.0 e	..	1,580	1,875
Feb.	105.0	106.6	112.3	113	121.9	19.9	218.8	175.9	162.0	705	3.1	192	1,473	1,797
Mar.	103.2	103.3	109.4	97	124.3	21.2	221.9	179.2	169.0	722	3.2	186	1,560	1,687
Apr.	101.5	101.7	120.2	89	129.1	21.7	222.9	182.5	170.1	760	3.3	173	1,386	1,690
May	99.5	99.5	102.5	90	134.5	25.0	226.2	187.3	176.4	817	3.6	156	1,608	1,664
June	99.5	99.6	104.5	95	137.1	26.1	227.7	189.0	182.4	864	3.8	141	1,462	1,650
July	100.0	100.3	104.7	89	138.5	26.3	233.2	191.7	184.4	938	4.1	129	1,571	1,872
Aug.	99.1	99.4	104.9	92	139.3	26.9	241.1 p	193.5 p	185.2	967	4.2	134	1,486	1,864
Sept.			106 p	118 p	140.5	26.6	242.7 p	195.0 p	185.6 p	997	4.4	135	1,564 p	1,775 p
% change latest 3 months on prev. 3 months	−1.8	−1.7	−3.1	+9.4	+4.4		+5.9	+3.8	+5.0	+18.9		−15.4	+2½††	+10††
on a year earlier	−8.5	−9.7	−5.1	−8.2	+26.4		+12.2	+23.9	+28.5	+63.3		−56.7	+9	+1

p Provisional * After April 1973, affected by changes due to VAT. † Base of index Jan. 1962 = 100.
ø Average of 11 months. e Figure is estimate. ** Figure is projection †† Average latest 3 months on average previous 4 months

Companies' rate of return on capital employed

This article updates the various estimates of accounting rates of return on capital employed for companies in aggregate published in an article in *Economic Trends*, November 1974 – 'Estimating companies' rate of return on capital employed' – a shortened version of

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half the final digit shown	* five week period
p provisional	# fifty-three week period

TABLE 1 Rates of return on capital employed (1)

per cent

	Based on national accounts data						Based on Department of Industry analysis of company accounts			
	Net trading income/net capital stock *plus* book value of stocks						Large listed companies in manufacturing industry			
	All companies			Industrial and commercial companies			Net trading income/net trading assets			
		At current replacement costs			At current replacement costs			At replacement costs		
	At historic costs (a)	Before providing for stock appreciation (b)	After providing for stock appreciation (c)	At historic costs (a)	Before providing for stock appreciation (b)	After providing for stock appreciation (c)	At historic costs (d)	Before providing for stock appreciation (e)	After providing for stock appreciation (f)	Gross income/ gross assets (2) (g)
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
1955	..	13.8	13.2	..	..	..	18.9	16.2	..	17.5
1956	..	12.5	11.7	..	..	..	17.1	14.4	..	16.2
1957	..	12.0	11.3	..	..	..	16.1	13.2	..	15.6
1958	..	10.8	10.9	..	..	..	14.8	12.0	..	14.7
1959	..	11.7	11.3	..	..	..	16.0	13.4	..	15.5
1960	17.5	15.7	12.2	18.8	13.5	13.2	16.5	14.1	13.6	15.7
1961	15.3	14.3	10.5	16.4	11.9	11.4	14.2	11.9	11.4	13.9
1962	13.8	13.2	9.6	14.9	10.8	10.4	12.4	10.3	10.1	12.8
1963	14.9	12.1	10.4	16.0	11.8	11.3	13.3	11.0	10.5	13.4
1964	15.2	11.3	10.6	16.7	12.5	11.7	14.6	12.2	11.4	14.4
1965	14.4	10.7	10.0	15.9	11.9	11.1	13.9	11.3	10.4	13.8
1966	12.7	9.3	8.5	14.2	10.6	9.8	12.0	9.5	8.8	12.5
1967	12.4	9.3	8.9	13.9	10.6	10.2	12.0	9.7	9.3	12.5
1968	13.1	9.8	8.7	14.8	11.2	10.0	13.4	10.8	9.4	13.9
1969	11.5	8.4	7.1	13.4	9.9	8.5	12.4	9.9	8.2	13.6
1970	11.1	7.7	5.9	12.9	9.1	7.3	11.4	8.6	6.3	12.6
1971	11.5	7.6	6.1	13.2	8.9	7.4	12.5	9.2	7.1	13.4
1972	12.2	7.8	6.1	14.3	9.3	7.6	14.9	11.6	9.4	15.1
1973	14.1	8.5	5.1	16.5	10.1	6.6	17.4	12.5	6.9	16.8
1974	13.6	7.2	2.2	16.8	9.3	4.0	..	..	..	..

TABLE 1 Rates of return on capital employed (1) *continued*

per cent

Based on Department of Industry analysis of company accounts							
Large listed companies in manufacturing industry			Large listed companies in manufacturing, distribution and certain other services				
	Net income after all interest charges/shareholders' interest				Net income after all interest charges/ shareholders' interest		
Net income/ net assets (2) (h)	Before tax (3) (i)	After tax (3) (4) (j)	Gross income/ gross assets (2) (g)	Net income/ net assets (3) (h)	Before tax (3) (i)	After tax (3) (4) (j)	
(11)	(12)	(13)	(14)	(15)	(16)	(17)	
17.9	22.2	11.6	17.4	17.8	20.9	10.8	1955
16.4	20.1	10.0	16.5	16.6	19.4	9.6	1956
15.6	18.7	9.4	15.8	15.8	18.2	9.0	1957
14.4	17.0	9.0	15.0	14.7	16.8	8.9	1958
15.4	18.0	10.3	15.8	15.7	17.9	10.3	1959
15.7	18.3	10.0	15.9	16.0	18.5	10.2	1960
13.4	15.5	8.4	14.3	13.9	16.1	8.7	1961
12.1	13.8	7.5	13.3	12.7	14.6	7.9	1962
12.9	14.8	8.0	13.9	13.5	15.5	8.5	1963
14.2	16.6	9.2	14.9	14.7	17.2	9.5	1964
13.4	15.6	10.1	14.2	13.9	16.1	10.4	1965
11.8	13.7	6.4	13.0	12.3	14.3	6.7	1966
11.9	14.1	7.4	13.0	12.4	14.8	7.6	1967
13.7	16.7	8.7	14.4	14.2	17.2	8.8	1968
13.3	16.0	8.1	14.3	14.1	16.4	8.4	1969
12.1	14.5	7.8	13.5	13.1	15.8	8.4	1970
13.1	15.7	9.1	14.3	14.0	17.0	9.6	1971
15.4	18.9	12.1	16.1	16.4	20.4	13.1	1972
17.7	21.5	13.8	17.4	18.0	22.2	14.1	1973
..	..	..	..	..	..	..	1974

(1) For definitions see lettered references in Table 2

(2) Based on book value of depreciation and assets as recorded in company accounts; these have not been adjusted to take account of the treatment of investment grants and building grants.

(3) Net income after tax includes only those investment grants separately distinguished in company accounts.

which appeared in *Trade and Industry* for 12 December 1974 (page 603). Estimates of the rate of return up to 1974 for all companies and for all industrial and commercial companies, based on the latest national accounts data contained in National Income and Expenditure 1964-74, are given in Table 1, along with estimates up to 1973 for large listed companies based on the Department of Industry (DI) analysis of company accounts. These are the only two sources of data from which accounting rates of return can be obtained for United Kingdom companies in aggregate.

The national accounts data cover all companies and give separate estimates for industrial and commercial companies and financial companies. The DI analysis is based on the published company accounts of large listed companies operating mainly in the United Kingdom in manufacturing, distribution, construction, transport and certain other services; the results of this analysis are published annually in Business Monitor M3, Company Finance.

The detailed definitions of the rates of return in Table 1 are set out in Table 2. There are a number of problems, mainly of definition, in calculating these rates of return; these are discussed fully in the article in the November 1974 *Economic Trends*. This note, and the *Economic Trends* article, deals only with accounting rates of return. These measure the return achieved in a particular year on total capital employed on all projects then in existence, including both those projects started at various times in the past and those started during the current year. The note does not cover 'internal' rates of return which measure the return on an individual project based on the net receipts from the project over its whole life.

There are a number of different measures of rates of return, depending upon the definition of profits and capital employed, to meet different purposes. For economic analysis it is best to relate trading income to trading assets, and to exclude non-trading activities. For questions relating to the total availability and use of funds the more appropriate rate is of total income to total capital employed. It is desirable to relate income to capital employed, including short-term loans, rather than to only long-term capital because much short-term capital is renewed each year. There are advantages in using rates based on assets both gross and net of depreciation but for companies in aggregate the results generally do not differ sufficiently to outweigh the convenience of using only net assets, since such net rates are widely used and accepted by outside commentators.

For a measure of the return on risk capital the appropriate rate is of profits after depreciation and interest payments but before tax to the shareholders' interest. The simplest way of measuring post-tax rates of return is to express post-tax profits as a ratio of the shareholders' interest, but these post-tax rates involve more approximations than pre-tax rates and added caution is needed in interpreting them, particularly in the short run. Longer-term comparisons of post-tax rates of return are probably better and less subject to irregular variation. Rates of return after allowing for depreciation on a replacement-cost basis (and stock appreciation, are more meaningful economically than those allowing for depreciation at book values, but because the latter are widely used it is necessary also to compile figures on that basis.

All the rates of return in Table 1 are subject to cyclical variation as is illustrated by the Charts; Charts 1 and 2 show the return on trading assets, while Chart 3 shows the pre- and post-tax rates of return on shareholders' interest at book values. Because of the cyclical nature of profits it is important when looking at changes in each rate of return to compare corresponding periods in the cycle. It is the trend in the different rates of return which is important and can be compared: in general the levels cannot be compared because of differences in definition and sources. In particular the two replacement cost estimates (columns 6 and 9) of Table 1, although apparently similar, cannot be compared because they are defined differently both in terms of the capital employed which is taken into account and the way in which it is estimated. Hence the generally lower figure for the rate based on company accounts data which relates only to large listed manufacturing companies cannot be taken as an indication that the rate of return is higher for industrial and commercial com-

CHART 1. **Net trading income to net capital stock plus book value of stocks for industrial and commercial companies based on national accounts data**

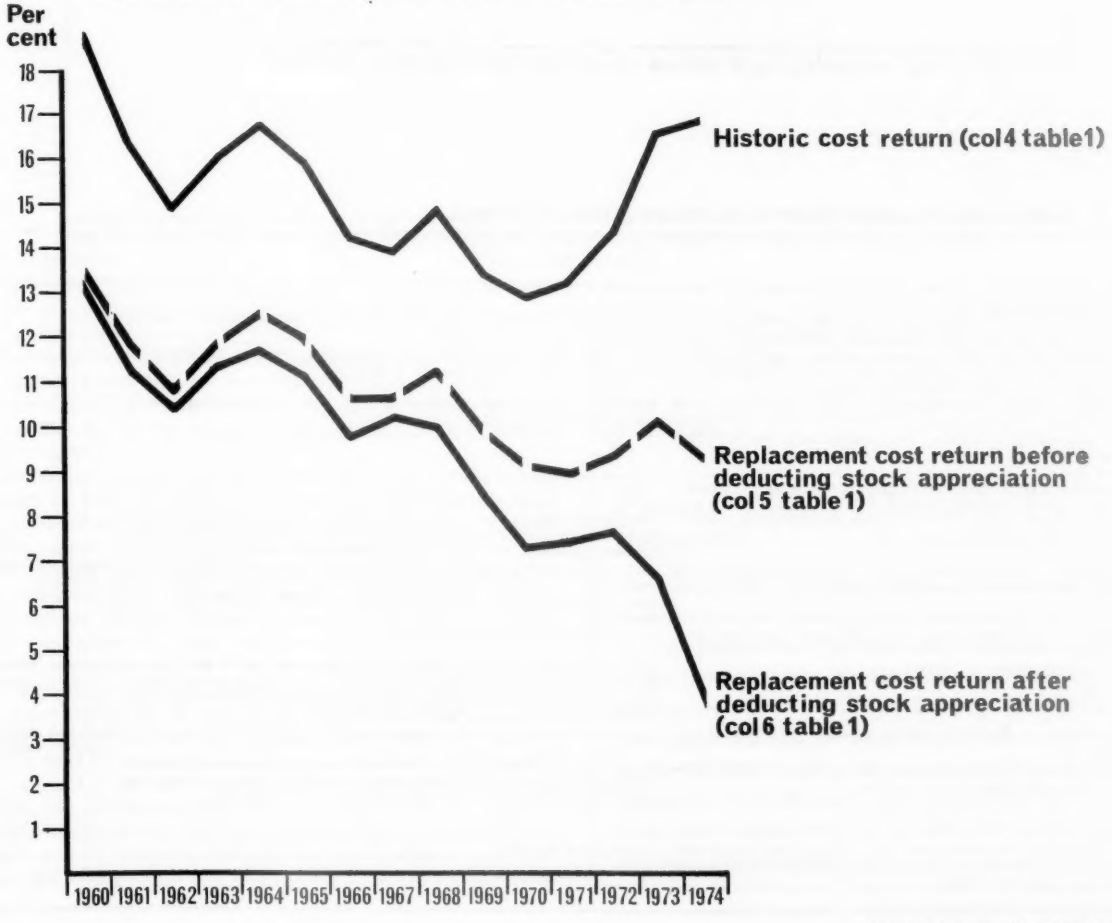


CHART 2. **Net trading income to net trading assets rate of return for large listed manufacturing companies**

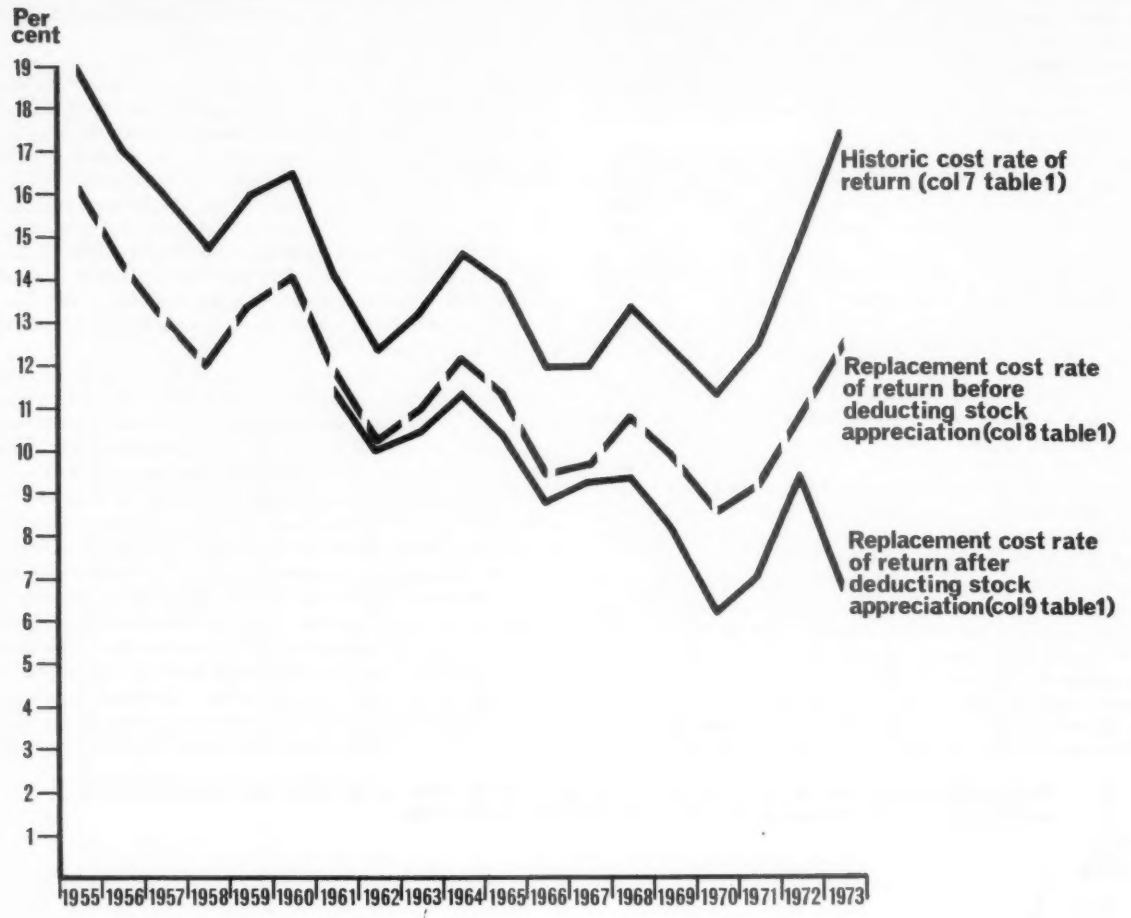
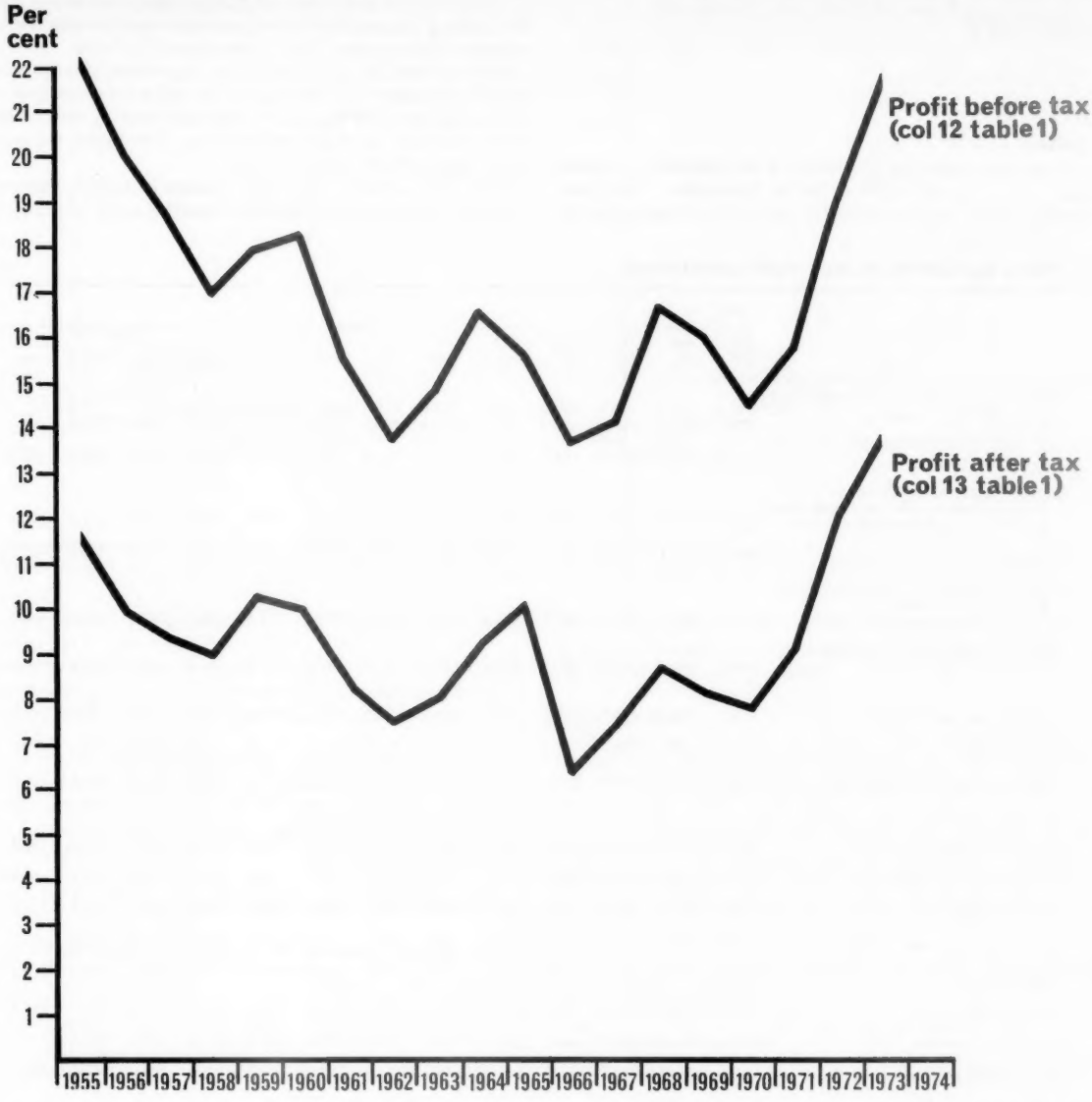


TABLE 2 Definition of selected rates of return given in Table 1

Profits	Capital employed	Published
Based on national income data		
(a) Net trading income at historic costs (gross trading profits *plus* rent received by these companies *less* capital consumption at historic costs).	Net capital stock (fixed assets other than land) of these companies at historic costs *plus* book value of stocks.	
(b) Net trading income at replacement costs before providing for stock appreciation (gross trading profit *plus* rent received by these companies *less* capital consumption at replacement costs).	Net capital stock (fixed assets other than land) of these companies at replacement costs *plus* book value of stocks.	
(c) Net trading income at replacement costs after providing for stock appreciation (gross trading profits *plus* rent received by these companies *less* capital consumption at replacement costs and *less* stock appreciation).	Net capital stocks (fixed assets other than land) of these companies at replacement costs *plus* book value of stocks.	
Based on company account data from DI analysis of company accounts		
Before tax		
(d) Net trading income before interest at historic costs (gross trading income *less* depreciation at historic costs).	Net trading assets at historic costs (tangible net fixed asstes at historic costs *plus* net current assets other than investiments, bank overdrafts and loans, dividend provisions and corporation tax payable in next fiscal year).	Monopolies and Mergers Commission
(e) Net trading income before interest at teplacement costs (gross trading income *less* deprecsiation at replacement costs).	Net trading assets at replacement costs (tangible net fixed assets at replacement costs *plus* net current assets other than investments, bank overdrafts and loans, dividend provisions and corporation tax payable in next fiscal year).	
(f) Net trading income before interest at replacement costs *less* stock appreciation.	Net trading assets at replacement costs.	
(g) Gross income *less* short-term interest.	Gross assets at book values (fixed and intangible assets before deduction of accumulated depreciation *plus* current assets and investments *less* current liabilities including bank overdrafts and loans, dividend provisions and after 1967 corporation tax payable in next fiscal year).	Business Monitor, *M3, Company Finance* up to 1973
(h) Net income (gross income *less* short-term interest and depreciation at book values).	Gross assets at book values as in (g) *less* accumulated depreciation.	Business Monitor, *M3, Company Finance*
(i) Net income *less* all interest payments (gross income *less* all interest payments and depreciation at book values).	Shareholders' interest (ordinary and preference shares *plus* capital, revenue and deferred tax reserves *plus* dividends outstanding at the end of the year *plus* minority interests and *less* goodwill and intangible assets).	
After tax		
(j) Net income *less* all interest payments, *less* company tax charge other than deferred tax, *less* income tax payable on ordinary and preference dividends, *plus* investment grants.	Shareholders' interest.	

CHART 3. **Net income after all interest charges to shareholders' interest rates of return for large listed manufacturing companies**



panies other than large listed manufacturing companies. The levels can only be compared when the definition of the rate and the sources of data are the same.

Also the rates of return compiled from national accounts data for all companies are lower than the rates for industrial and commercial companies because, under the national accounts definitions, the gross trading profits of financial companies included in the all companies figures is negative.

All the various historic cost and book value rates of return have very similar cyclical movements and trends. They all declined through the latter half of the 1950s but thereafter remained fairly flat through the 1960s, before picking up at the beginning of the 1970s. It is difficult to assess the significance of the recent increase given the cyclical variation in the figures. However, to some extent this increase is illusory. The rate of return based on book values overstates the rate when prices are rising, and the overstatement is greater the greater the rise in prices. This is because assets are valued mainly at historic costs and do not fully reflect the rise in prices. Prices started to rise more quickly at the end of the 1960s and so did the book value rates of return. If account is taken of the current cost of assets and of the need to provide for stock appreciation, then, as illustrated in Charts 1 and 2, the rate of return continues to decline throughout the 1960s. The position thereafter is not so clear.

For all industrial and commercial companies the figures for 1971 an 1972 show a small recovery; thereafter the figures again decline, with the figure for 1974 only just over half that for 1972. For the large listed manufacturing companies, figures are only available up to 1973. The pattern of the figures in the early 1970s is more marked than for all industrial and commercial companies with a greater recovery by 1972, to the level of the previous peak in the series in 1968. The 1973 figure is about three-quarters of that for 1972, a larger reduction between these two years than shown by all industrial and commercial companies.

Patent Office publications for industry

The Patent Office offers industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of British Patent Specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent BR5 3RD; or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, WC2.

Wholesale price indices in September

Output prices

The provisional price index for the output of manufactured products rose by ¾ per cent to 195.0 (1970 = 100) in September. This index has increased at a rate equivalent to 13¼ per cent per annum in the third quarter of 1975. Both of these rises are the smallest recorded for this index since the second quarter of 1973.

The fall in the price of sugar in September was largely responsible for limiting the increase in the index for the food manufacturing industries, which is now 202.1, to less than ¼ per cent.

As in the food sector, a wide range of products, showing small price rises, contributed to the increase in the index for the output of manufactured goods other than food, drink and tobacco, with no individual sector making a significant contribution. This index rose by less than 1 per cent to 201.0 in September.

After the relatively small price changes in August, September was a second slack month in the three-monthly cycle of price rises with

TABLE 1 Price numbers of materials purchased

1970 = 100

1968 SIC		1974		1975			1974	1975							
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. p	Sept.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug. p	Sept. p
Orders III to XIX	Materials and fuel purchased by manufacturing industry	212.9	222.1	220.9	225.6	239.0	212.8	218.8	221.9	222.9	226.2	227.7	233.2	241.1	242.7
	†Materials	219.7	228.2	225.9	228.7	243.1	219.4	223.9	225.9	226.8	228.8	230.6	236.6	245.4	247.2
	Coal (except for carbonising), gas and electricity	147.9	164.2	173.3	195.8	200.5	150.1	169.5	183.3	185.7	200.9	200.9	200.9	200.3	200.3
Orders IV to XIX	Materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries:	230.7	237.3	237.3	244.3	255.0	229.9	236.1	238.5	239.9	245.6	247.5	252.4	256.4	256.2
	†Materials	242.4	247.7	246.5	251.3	262.9	241.1	245.7	246.4	247.6	252.0	254.2	259.8	264.6	264.4
	Materials and fuels purchased by Selected Broad Sectors of industry:														
211 to 229	Food manufacturing industries	171.5	187.1	186.7	187.7	205.4	173.5	182.7	188.6	189.0	186.7	187.5	193.7	208.2	214.4
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	165.7	181.1	184.1	186.5	203.0	167.5	180.0	187.9	187.8	185.5	186.3	191.9	205.6	211.4
Order V	Chemicals and allied industries	219.3	227.3	230.9	233.5	240.1	220.2	230.5	231.3	231.9	234.2	234.4	237.7	241.2	241.5
311 and 312	Steel industries	183.9	200.4	210.7	225.9	229.9	187.0	212.3	211.1	223.8	226.5	227.3	230.0	230.2	229.6
Order VII (excluding MLH 342)	Mechanical engineering industries	181.2	184.0	197.6	206.1	211.4	181.8	197.4	201.7	204.1	206.4	207.8	210.1	212.0	212.1
Order IX	Electrical engineering industries	165.9	163.9	171.0	176.5	182.5	163.4	170.3	174.4	175.8	176.9	176.9	179.8	183.9	183.8
361	Electrical machinery industry	174.0	173.7	184.4	191.6	196.6	172.8	183.5	188.4	190.3	192.0	192.6	194.5	197.6	197.7
Order XIII	Textile industries	190.0	186.4	189.4	198.6	203.5	186.4	188.9	190.7	193.9	200.9	201.1	202.1	204.0	204.4
Order XV	Clothing and footwear industries	171.9	174.7	176.1	179.4	184.6	172.9	176.1	175.4	177.7	179.6	181.0	183.0	185.0	185.7
Order XVII	Timber industries	218.4	217.0	217.4	217.2	217.2	218.8	217.6	218.0	217.6	217.4	216.7	216.5	217.2	218.0
481 to 484	Paper industries	203.0	215.3	231.8	240.1	243.7	204.5	230.6	232.9	236.6	240.4	243.4	242.4	244.8	243.8
Order XX	Construction materials	179.8	183.9	194.7	203.4	209.6	181.3	193.6	199.6	201.8	203.6	204.9	206.7	210.0	212.0
Part of Order XX	House building materials	181.9	186.9	196.5	205.0	211.4	184.0	195.6	201.0	203.7	205.5	205.9	208.0	211.6	214.5

† Includes crude oil and coal for barbonising.

Notes on wholesale price indices

1 Detailed notes on index numbers of wholesale prices were last shown in *Trade and Industry* of 13 June 1975.

2 The index numbers are constructed on a net sector basis. This is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

3 All the index numbers are compiled exclusive of value added tax and (before its abolition) of purchase tax. Revenue duties (on cigarettes and manufactured tobacco, alcoholic liquor, matches and mechanical lighters) are included. The duty on hydrocarbon oils is excluded from output price series that cover these products (unless specifically noted to the contrary) but is included in series for materials and fuel purchased by broad sectors of industry.

4 Firm indices, at all levels of aggregation, include imputation for items for which there is no current price information. Provisional indices at high levels of aggregation, Table 1 and Table 2, also include imputation for items for which there is no current price information. Additional provisional figures will be published for those indices where there are insufficient returns to allow accurate imputation.

5 Revisions to firm index numbers will only be published if the revised indices are significantly different. These revisions will only be notified in the full version of the wholesale price index articles, ie those published in April, August and December of each year.

6 **Correspondence about wholesale price index numbers should be addressed to Statistics Division 4, Room 610, Sanctuary Buildings, Great Smith Street, London SW1P 3DB. Telephone inquiries for price index numbers should be made to 01-215 3549 (engineering), 5216 (chemicals, steel, building materials, etc.), 3548 (textiles, clothing, timber, paper, etc.), 3173 (imported commodities), 3544 Tables 1 and 2 indices.**

CHART 1 (LOG SCALE)

MANUFACTURING INDUSTRY
(other than food, drink & tobacco)
the latest two months are provisional

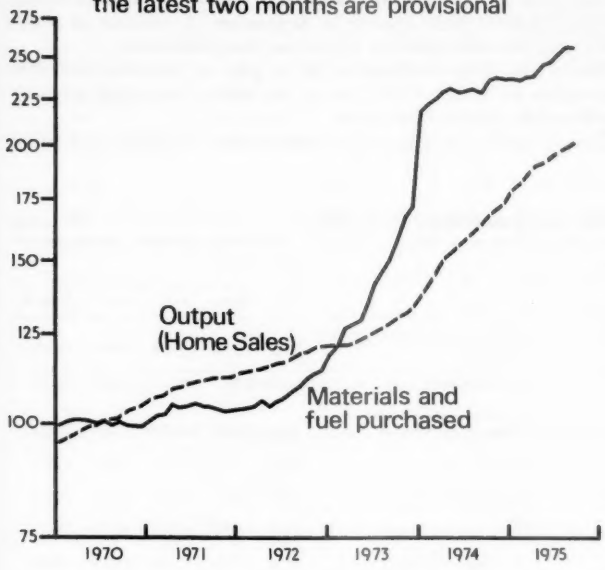
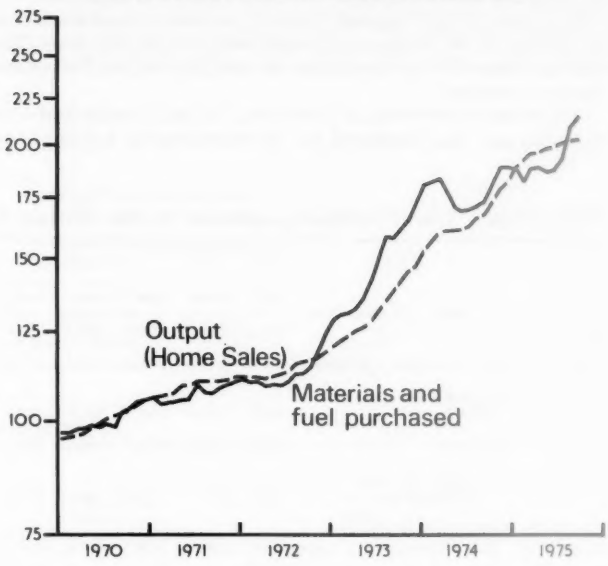


CHART 2 (LOG SCALE)

FOOD MANUFACTURING INDUSTRY
the latest two months are provisional



several of the indices for individual sectors of industry having increases of less than 1 per cent.

Seasonal increases for men's and boys' suits were largely responsible for an increase of 1¾ per cent in the index for clothing and footwear in September. This is the highest monthly rise in this sector since January 1975.

Higher prices for packaging products made the largest contribution to an increase of 1½ per cent in the index for the paper industries in September. In the third quarter of 1975 there has been an increase of 4¼ per cent in this index in which, contrary to the general trend, there has been no reduction in the rate of inflation during the last six months.

The index for the output of the chemical and allied industries has risen at a steady rate since March. Substantial increases in the costs of explosives made the most significant contribution to the 1 per cent rise in this index in September.

Input prices

August's rise of 7½ per cent in the prices of materials and fuel purchased by the food manufacturing industries was followed by an increase of 3 per cent in September. The further increase in this index, which is now 214.4, was largely due to higher prices for home-produced materials with bacon factory pigs having the largest effect. Higher prices for imported wheat, butter and meat were partly offset by lower prices for imported maize, oils, tea and coffee.

Despite a further rise in the sterling price of crude oil, there was

TABLE 2 Price index numbers of output (home sales)

1970 = 100

1968 SIC		1974		1975			1974	1975							
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr. p	Sept.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug. p	Sept. p
Orders III to XIX	Output of Manufactured Products	156.1	164.9	176.0	186.3	193.4	158.6	175.9	179.2	182.5	187.3	189.0	191.7	193.5	195.0
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries	162.0	170.9	182.8	192.1	199.1	164.9	182.5	186.4	190.4	192.0	193.8	197.1	199.2	201.0
	Output of Selected Broad Sectors of Industry:														
211 to 229	Products of the food manufacturing industries	165.6	178.0	192.5	197.4	201.3	167.7	193.0	195.4	195.7	197.5	199.1	200.1	201.6	202.1
211 to 229 (excluding MLH 219)	Products of the food manufacturing industries (excluding animal and poultry foods)	161.2	174.3	190.7	198.7	203.0	163.7	191.0	195.2	196.5	198.8	200.7	201.9	203.6	203.5
Order V	Chemicals and allied industries	158.2	167.3	177.4	186.2	192.9	161.5	177.0	181.2	184.8	186.8	187.1	190.8	193.0	195.0
311 and 312	Steel industries	186.4	189.5	220.3	227.6	227.6	187.7	220.0	226.6	227.5	227.7	227.5	227.2	227.8	227.9
Orders VII to XII	Engineering and allied industries	156.3	165.7	177.2	187.6	195.2	159.4	176.8	181.2	185.7	187.4	189.6	193.4 p	195.5	196.8
Order VII (excluding MLH 342)	Mechanical engineering	159.2	168.2	182.2	193.0	202.3	162.5	182.4	186.5	191.1	193.0	194.7	199.4 p	202.5	205.0
Order IX	Electrical engineering	146.4	153.2	161.2	170.9	176.9	148.6	160.6	165.1	168.1	171.4	173.2	174.4	176.2	180.0
Order XIII	Textile industries	166.5	170.1	172.9	175.7	180.7	167.8	173.0	173.3	174.3	175.8	177.0	179.3	180.9	182.0
Order XV	Clothing and footwear	144.0	150.0	156.8	160.9	166.0	146.7	157.0	158.1	159.1	161.2	162.5	164.6	165.2	168.1
Order XVII	Timber industries	182.0	187.2	194.8	201.7	208.0	184.0	195.0	198.0	200.8	201.8	202.6	205.8	208.3	210.0
481 to 484	Paper industries	181.3	194.4	209.4	218.6	226.8	186.5	210.7	213.8	216.9	218.2	220.6	223.4	226.8	230.2
Order XX	New construction‡	190	200	210					210			220 p			

‡ Index of building costs relate to average for the quarter (*Department of Environment*).

little change in the index for materials purchased by manufacturing industry other than the food, drink and tobacco industries. The price of silver returned to its July level and other imported commodities, in particular steel and copper, were also cheaper in September.

The index for coal, gas and electricity has been revised downwards for August to 200.3, showing a small fall from the July level. This reflected more efficient production of electricity during the summer trough in demand.

There was an increase of ¾ per cent, to 242.7, in the index for materials and fuel purchased by all manufacturing industry, contributing to an increase of 6½ per cent in the third quarter of 1975. This is the steepest quarterly rise since the increase in oil prices at the end of 1973.

Many of the indices for individual sectors of manufacturing industry showed little change in September. A number of small price increases and decreases tended to offset each other.

Heavy steel scrap continued to fall in price in September and was responsible for the small decrease in the index of materials and fuel purchased by the steel industries.

The strengthening of the pound against other European currencies

TABLE 3(a) Commodities produced in the United Kingdom (as published monthly)

1970=100

1968 SIC		1974	1975			
		Aug.	May	Jun.	Jul.	Aug. p
101	Coal	181.6	299.9	300.7	300.7	300.7
102/1	Coated limestone roadstone	191.8	243.2	245.5	246.6	247.2
103	Sand and gravel – ex pit or works	145.8	177.6	182.2	187.1	187.5
240	Tobacco	113.9	150.3	152.9	155.1	155.7
262	Motor spirit, Two star (including duty)	148.2	172.4	172.4	172.4	172.4
	Medium fuel oil (950 secs – including duty)๏	250.9	294.0	294.0	294.0	294.0
	Derv fuel (including duty)๏	142.6	149.1	147.7	147.7	147.7
263	Lubricating oils and greases	194.4	205.1	208.7	207.5	205.8
271	General chemicals	166.7	200.5	202.3	205.9	208.7
272	Pharmaceutical preparations	130.7	153.5	156.6	164.4	169.7
273	Toilet preparations	139.3	158.7	163.3	168.3	171.3
274	Paint	166.2	202.2	203.0	203.3	204.5
276/1	Synthetic resins and plastics materials	164.0	181.5	179.5	181.8	181.5
279/3	Explosives, fireworks, etc.	165.5	191.7	197.7	204.6	208.0
311/2	Uncoated steel sheets (other than stainless and electrical sheets)	184.1	220.8	211.3	201.7	201.7
	Tinplate	203.9	216.9	216.7	215.3	215.3
	Finished steel (other than sheets, tinplate, forgings and castings)	188.9	231.5	233.2	234.1	234.3
	Steel sheet piling	193.3	241.1	241.1	241.1	241.1
	Heavy steel bars and sections	194.5	237.6	238.7	241.2	241.2
	Light re-rolled bars and sections	196.4	234.0	234.0	234.0	234.0
312	Steel tubes – other than electric conduit tubes	192.0	249.3	249.4	249.4	250.2
313/2 and 313/4	Iron castings	175.6	225.7	228.5	234.0	237.6
313/4	Cast and spun iron pipes and fittings	177.7	237.8	238.6	241.3	252.9
321	Aluminium: Rolled	151.7	162.0	173.2	173.2	173.2
	Extruded and drawn aluminium products – other than wire	151.3	160.9	172.0	172.0	172.0
	Aluminium: Castings	175.0	188.2	188.2	191.2	195.3
	Aluminium: Forgings	150.0	160.5	160.5	179.8	179.8
322	Brass Ingots	151.7	116.5	114.0	116.0	120.7
331	Agricultural machinery	166.0	196.7	197.2	199.3 p	200.2
332	Metal-working machine tools	169.8	209.4	211.4	217.4 p	219.7
333	Pumps, valves, compressors, fluid power equipment	158.7	192.5	194.7	199.5 p	204.5
336	Construction and earth moving equipment	156.5	183.9	185.0	191.2 p	192.6
368	Domestic electrical appliances	132.8	157.7	159.9	161.3	161.8
390	Engineers' cutting rools: non-diamond	136.0	159.0	164.9	167.9	169.7
	Hacksaw blades	141.2	160.7	163.5	163.7	163.7
	Engineers' cutting tools: diamond	130.0	148.3	149.0	149.7	149.7
	Engineers' cutting tools	135.8	158.4	163.8	166.5	168.1
391	Hand tools and implements	163.0	200.7	204.4	207.1	209.1
392	Cutlery and tableware	153.4	187.4	188.6	191.0	191.1
411	Man-made fibres production	149.3	152.3	152.3	158.2	160.4
412, 414/5 and 415	All spun man-made fibres yarns	159.1	167.9	168.6	170.9	172.6
412	Cotton yarns, cotton-spun man-made fibres yarns and mixtures of both	190.0	184.7	185.1	185.4	187.1
413	Woven cotton cloth in the loomstate	201.2	191.2	192.6	188.2	188.6
	Man-made fibres fabrics in the loomstate	182.8	189.4	190.1	190.9	197.3
414/2	Yarns of wool spun on the worsted system	186.1	189.6	192.0	193.9	194.3
417	Hosiery and other knitted goods	143.6	150.8	151.4	154.5	155.0
419	Carpets and rugs	159.2	170.4	172.7	179.2	179.6
431/1	Leather for footwear	152.0	155.5	155.5	161.2	161.2
441/449	Made-up clothing	140.0	157.2	158.7	160.9	161.3
450	Footwear – including rubber footwear	151.1	172.5	173.7	175.3	176.2
461/1	Refractory goods including bricks	160.9	212.0	214.9	216.6	218.5
461/2	Non-refractory goods, including building bricks	169.9	202.3	203.5	207.5	215.7
	Engineering bricks – *delivered*	205.1	231.7	231.7	236.8	240.4
463/1	Flat glass (including safety and silvered glass)	141.0	187.9	196.0	199.7	206.8
463/2	Glass containers	149.8	202.1	206.8	207.1	209.8
464	Cement – *delivered in bulk*	147.3	202.4	202.4	206.9	210.1
471/1	Homegrown hardwood – sawn	225.4	222.5	222.3	224.0 p	224.5
471/2	Building joinery	202.9	225.2	225.6	228.3	230.4
472	Domestic furniture	158.3	182.4	183.5	187.6	190.3
473	Bedding, etc.	172.7	195.1	196.9	201.8	206.0
481	Paper and board	185.6	216.7	218.2	219.4	223.3
	Printings and writings (excluding newsprint)	178.6	211.7	211.7	211.8	215.4
482/1	Cardboard boxes, cartons and fibreboard packing cases	172.5	214.3	219.0	220.1	222.1
483	Manufactured stationery	172.3	214.9	216.8	219.9	225.5
484/1	Wallpaper	184.5	214.1	218.7	220.6	222.7
491/1	Rubber tyres and tubes	158.0	176.8	176.8	179.0	184.2
492	Linoleum and felt base	153.8	177.1	179.7	183.2	192.4

๏ Index based on scheduled outer zone prices for minimum bulk loads of 500 gallons exclusive of rebates.

TABLE 3(b) Commodities wholly or mainly imported into the United Kingdom

1970 = 100

	1974	1975			
	Sept.	Jun.	Jul.	Aug.	Sept. p
Hides and skins	157.8	153.6	157.6	157.1	163.4
Non-ferrous metals:					
Aluminium, virgin ingot delivered	141.3	154.8	154.8	154.8	154.8
Copper‡	106.9	88.6	94.8	102.4	98.4
Lead‡	183.5	122.1	129.6	143.2	136.4
Nickel refined delivered§	144.0	157.8	161.1	164.0	171.2
Tin, ingot min. 99.75%‡	258.7	198.3	203.0	208.4	204.8
Zinc‡	319.1	267.0	262.2	282.8	281.6
Zinc§	269.1	281.4	281.4	281.4	281.4
Natural rubber	147.0	156.6	188.1	189.0	175.1
Sulphur, crude cif (for acid making)	168.6	262.0	256.3	256.3	256.3
Textiles:					
Cotton, raw	209.5	194.6	201.8	211.6	215.3
Wool, raw	201.5	205.5	204.5	207.8	207.6
Timber:					
Imported hardwood (ex yard or wharf)	241.4	224.5	224.3	228.3	231.3
Imported plywood (delivered to consumers)	234.3	221.8	218.3	217.2 p	217.2
Imported softwood (delivered to consumers)	258.6	237.6	235.8	234.7 p	234.7
Woodpulp, imported	221.5	289.9	286.0	291.8	288.8

‡ LME settlement price § Producer's price p = Provisional

TABLE 5 United Nations index numbers of world export prices(1)

1963 = 100

	Primary commodities											
	Total			Agricultural non-food			Non-ferrous metals			Primary commodities and non-ferrous metals (2)		
	$	£	Purchasers' currencies	$	£	Purchasers' currencies	$	£	Purchasers' currencies	$	£	Purchasers' currencies
1973 1st quarter	156	181	144	153	177	141	174	201	161	157	182	145
2nd quarter	175	194	155	171	189	151	206	228	182	177	196	156
3rd quarter	199	225	169	203	229	172	242	273	205	202	228	171
4th quarter	221	260	197	208	245	185	267	314	238	225	265	200
1974 1st quarter	289	354	267	226	278	209	299	367	277	290	356	269
2nd quarter	292	341	260	225	263	200	342	399	304	296	346	263
3rd quarter	295	351	268	218	260	198	258	308	235	292	348	265
4th quarter	303	364	273	206	248	185	225	270	202	297	357	267
1975 1st quarter	293	343	252	197	231	170	220	258	195	287	336	247
2nd quarter	288	347	248	199	240	172	216	260	186	282	340	243
3rd quarter (3)	284	374	263	184	243	170	204	268	188	278	366	257
August (3)	*288* r	*381* r	*263* r	*186* r	*246* r	*169*	*207*	*274*	*189*	*281* r	*372* r	*257* r
September (3)	*285*	*383*	*264*	*182*	*244*	*168*	*200*	*269*	*185*	*278*	*374*	*257*

(1) Published by the UN in terms of US dollars. For convenience the index numbers are also shown in sterling and in terms of purchasers' currencies by converting the dollar index at prevailing exchange rates. (2) This combined index is not published as such by the UN. (3) Projections by Department of Industry shown in italics.
r = revised

Price index numbers of materials purchased

1963 = 100

1968 SIC		1975		
		Jul.	Aug. p	Sept. p
Orders III to XIX	Materials and fuel purchased by manufacturing industry:	306.8	317.2	319.3
	†Materials	313.1	324.8	327.1
	Coal (except for carbonising), gas and electricity	266.7	265.8	265.8
Orders IV to XIX	Materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries	342.3	347.7	347.4
	†Materials	356.9	363.5	363.2
211 to 229	Food manufacturing industries	241.5	259.7	267.4
Order V	Chemicals and allied industries	292.6	296.9	297.3
311 to 312	Steel industries	290.8	291.0	290.3
Order VII (excluding MLH 342)	Mechanical engineering industries	287.0	289.6	289.8
Order IX	Electrical engineering industries	276.8	283.2	283.0
361	Electrical machinery industry	287.2	291.8	291.9
Order XIII	Textile industries	229.8	232.0	232.5
Order XV	Clothing and footwear industries	223.0	225.4	226.3
Order XVII	Timber industries	291.3	292.2	293.3
481 to 484	Paper industries	320.2	323.6	322.3
Order XX	Construction materials	272.5	276.9	279.5
Part of Order XX	House building materials	276.1	280.8	284.7

‡ Includes crude oil and coal for carbonising.

Index numbers of wholesale prices

The index numbers of wholesale prices relating to 1970 = 100 supersede those previously published on the base 1963 = 100. For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the Department of Industry will continue to publish indices relating to materials used in broad sectors of industry on the base 1963 = 100 until December 1975. From April 1973 the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the 1970 = 100 Series. For users of other 1963 based index numbers who wish to continue the series in this way multiplication factors will be provided on request.

was responsible for lower prices for woodpulp and for a small reduction in the index of materials and fuel purchased by the paper industries.

Higher prices for bricks have contributed to a second successive monthly rise of 1½ per cent in the index for housebuilding materials. The index for construction materials also reflects these price increases.

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842.

Index of industrial production for August 1975

The provisional estimate for the total index in August 1975 is 99.1 and for manufacturing alone it is 99.4 (1970 = 100).

Latest estimates suggest that industrial output has continued to

Index of industrial production

Seasonally adjusted

1970 = 100

	Total all industries	Mining and quarrying	Manufacturing industries												
			Total	Food, drink and tobacco					Engineering and allied industries						
				Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Total vehicles	Metal goods n.e.s.
Weights	1,000	37	745	84	52	32	7	58	319	100	15	67	16	73	48
1971	100.5	99.7	99.7	100.7	100.1	101.7	103.4	102.2	99.4	100.1	100.8	102.6	96.6	99.3	94.0
1972	102.6	84.0	102.3	105.0	104.2	106.4	102.6	108.1	100.0	95.0	93.1	110.3	91.8	103.7	95.7
1973	110.2	93.6	110.9	109.3	106.4	114.0	110.0	121.6	108.0	103.5	102.1	125.9	95.1	105.0	103.5
1974	106.4	83.6	108.0	110.0	104.7	118.7	106.1	128.0	105.9	104.0	105.0	120.6	95.6	98.5	104.3
1974 1st qtr.	104.0	57.7	106.3	113.8	108.8	122.0	102.3	126.0	101.9	101.1	100.6	119.1	85.7	92.1	100.3
2nd qtr.	107.9	90.6	109.6	109.7	105.6	116.6	111.9	128.5	106.9	104.6	106.8	119.9	97.3	100.4	106.7
3rd qtr.	108.4	92.9	109.9	109.3	104.2	117.6	104.2	132.1	108.5	105.1	106.1	124.4	98.7	102.9	105.7
4th qtr.	105.3	93.3	106.1	107.2	100.1	118.8	105.9	125.3	106.2	105.1	106.5	119.0	100.5	98.5	104.4
1975 1st qtr.	104.4	92.5	105.7	107.2	98.9	120.9	94.6	117.8	107.1	106.5	104.7	119.3	101.3	101.6	102.7
2nd qtr.	100.1	91.1	100.2	104.4	96.2	117.9	92.3	111.3	101.7	105.3	103.9	112.9	101.3	92.8	91.3
1974 Aug.	108.9	93	110.8	109	104	118	109	131	109	105	106	125	99	107	106
Sept.	107.3	92	108.5	109	104	118	107	133	107	106	106	124	100	97	104
Oct.	106.2	93	106.6	107	100	118	106	128	106	105	106	120	100	97	105
Nov.	105.8	93	106.9	107	100	118	108	126	107	105	107	119	101	101	106
Dec.	103.8	93	104.9	108	100	120	104	122	106	105	107	118	101	98	103
1975 Jan.	105.1	90	107.2	110	101	126	100	122	109	106	105	120	102	106	104
Feb.	105.0	92	106.6	108	100	120	94	120	107	107	105	120	101	102	102
Mar.	103.2	95	103.3	104	97	116	90	111	106	107	104	118	101	97	102
Apr.	101.5	94	101.7	104	94	120	91	114	104	105	105	115	101	99	94
May	99.5	91	99.5	105	98	115	96	108	100	105	104	113	101	87	91
Jun.	99.5	89	99.6	105	96	118	89	112	101	105	103	110	102	93	90
Jul.	100.0	90	100.3	104	94	122	87	115	101	105	103	110	102	96	90
Aug.	99.1	90	99.4	104	95	120	93	112	100	103	102	111	101	94	84
Mar.-May (av.)	101.4	93	101.5	104	96	117	92	111	103	106	104	115	101	94	96
June-Aug. (av.)	99.5	90	99.8	104	95	120	90	113	101	104	103	110	102	94	88

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.							
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	57	43	14	76	49	3	24	27	17	10	22	64	31	146	72
1971	91.2	89.8	95.4	102.3	100.7	103.0	105.4	107.7	106.3	109.8	103.0	97.3	99.7	102.9	103.9
1972	91.0	89.4	95.7	104.6	103.0	104.5	107.8	114.2	113.6	115.1	113.5	102.6	104.2	104.5	111.2
1973	99.4	97.3	106.1	110.0	108.6	101.0	114.4	126.5	124.8	129.1	132.6	112.1	116.5	107.2	117.8
1974	91.5	87.7	103.5	103.5	100.4	96.3	110.8	117.8	109.4	130.8	112.4	109.4	113.8	98.1	118.6
1974 1st qtr.	91.0	86.3	105.5	101.1	99.2	97.4	105.4	117.6	106.6	134.8	117.5	108.9	112.7	101.6	108.5
2nd qtr.	91.4	86.5	106.7	107.8	105.6	99.5	113.6	121.5	114.7	132.1	116.8	111.7	118.3	98.9	118.1
3rd qtr.	94.9	91.7	104.8	105.4	101.8	95.4	114.1	117.6	110.3	129.0	110.5	110.5	117.4	98.1	121.7
4th qtr.	88.9	86.3	96.8	99.7	95.2	92.8	110.1	114.4	106.2	127.2	105.0	106.6	106.9	93.7	126.2
1975 1st qtr.	92.0	89.5	99.7	100.4	94.6	87.9	114.0	113.5	105.8	125.5	111.6	100.9	103.6	93.5	119.9
2nd qtr.	73.5	68.3	89.8	98.1	94.4	84.7	107.8	106.1	102.2	112.2	111.8	97.7	101.6	92.5	119.3
1974 Aug.	103	101	109	106	103	95	114	119	109	134	111	110	113		120
Sept.	87	82	103	103	99	95	112	117	109	129	109	109	121		122
Oct.	86	82	101	102	98	93	110	115	106	128	105	108	111		134
Nov.	90	85	104	100	96	93	111	115	106	129	106	107	110		126
Dec.	91	92	86	97	92	93	109	113	106	125	104	104	99		118
1975 Jan.	92	87	107	101	94	88	117	113	106	123	109	101	107		114
Feb.	95	95	95	101	95	88	113	117	110	128	114	103	106		118
Mar.	89	87	97	99	94	88	111	111	101	126	112	99	98		127
Apr.	80	76	91	96	93	86	105	108	104	115	111	99	99		122
May	71	66	87	99	95	85	108	108	102	115	112	99	102		118
Jun.	70	63	91	99	95	84	110	103	100	106	112	95	105		118
Jul.	73	67	92	101	95	83	116	103	103	102	110	97	101		115
Aug.	76	72	89	101	96	84	114	108	102	119	108	94	99		111
Mar.-May (av.)	80	76	92	98	94	86	108	109	102	119	112	99	100		122
June-Aug. (av.)	73	67	91	100	95	84	113	105	102	109	110	95	102		115

decline in recent months although perhaps less sharply than earlier in the year.

It is provisionally estimated that the average level of the all-industries' index in the three months to August was 2 per cent below its level in the preceding three months; the corresponding fall in the index for manufacturing alone was 1½ per cent.

Many of the series used in compiling the index of production, in particular for manufacturing industry, measure deliveries rather than production. Deliveries and production in a month may differ because of movements in stocks. The use of such series resulted in the all-industries' index understating the level of output by about ¼ per cent in the first quarter and overstating the level of output by about ¾ per cent in the second quarter. Thus the decline in output between the two quarters was about 1 per cent greater than the figures in the table indicate. Very provisional evidence for July suggests that the overstatement has continued into the third quarter.

On a longer-term comparison, the all-industries index in the latest three months was about 8 per cent below its level in the third quarter of 1974; the corresponding fall for manufacturing industry was about 9 per cent.

The index numbers in this article and in the tables are all seasonally adjusted. The seasonal adjustment process removes annually recurring month-to-month variations due, for example, to the incidence of holidays.

About two-thirds of the index of production is derived by the revaluation to the prices of 1970 of data expressed at current prices. When the rate of change of prices is relatively large, or itself changes rapidly, the problems associated with this revaluation become more acute. For this reason the estimates for periods since about the end of 1973 should be regarded as subject to wider margins of error than in earlier years.

The average index numbers of the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major groups in recent months.

Release dates of economic statistics to be published in November

This notice is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in November. The dates are those which Departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Publication date	Series	Method of release*	Source
November			
4 Tues.	United Kingdom official reserves (Oct.)	PN	HM Treasury
	Capital issues and redemptions (during the month of Oct.)	PN	Bank of England
5 Wed.	London clearing banks' monthly statement (mid-Oct.)	PN	CLCB
	UK banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-Oct.)	PN	Bank of England
6 Thurs.	CBI Industrial Trends Survey (Oct.)	PN	CBI
	Provisional figures of vehicle production and estimates of new car registrations (Oct. – prov.)	PN	Department of Industry
7 Fri.	Consolidated Fund and National Loans Fund (Oct.)	London Gazette	HM Treasury
10 Mon.	Hire purchase and other instalment credit business (Sept.)	PN	Department of Industry
	Retail trade (Sept. – final)	PN	Department of Industry
	Wholesale price index numbers (Oct.)	PN	Department of Industry
11 Tues.	Index of industrial production (Sept.)	PN	CSO
13 Thurs.	Finished steel consumption and stock changes (3rd qtr. – prov.)	PN	Department of Industry
14 Fri.	Retail prices index (Oct.)	PN	Department of Employment
	Balance of payments current account and overseas trade figures incorporating the import and export unit value and volume index numbers and the terms of trade (Oct.)	PN	Department of Trade CSO
	Building Societies' receipts and loans (Oct.)	PN	BSA
	Crude steel production (Oct.)	PN	BSC BISPA
17 Mon.	UK banks' assets and liabilities and the money stock (mid-Oct.)	PN	Bank of England
	Retail trade (Oct. – prov.)	PN	Department of Industry
	Turnover of the motor trades (3rd qtr.)	PN	Department of Industry
	Turnover of the catering trades (Sept.)	PN	Department of Industry
	Preliminary estimate of gross domestic product based on output data (3rd qtr.)	PN	CSO
	Sterling certificates of deposit (mid-Oct.)	PN	Bank of England
	London dollar certificates of deposit (mid-Oct.)	PN	Bank of England
18 Tues.	Building society house prices and mortgage advances (3rd qtr.)	PN	Department of the Environment
19 Wed.	Basic rates of wages and normal weekly hours (end-Oct.)	PN	Department of Employment
	Monthly index of average earnings (Sept.)	PN	Department of Employment
20 Thurs.	Consumers' expenditure (2nd preliminary estimate) (3rd qtr.)	PN	CSO
	Car and commercial vehicle production (Oct. – final)	PN	Department of Industry
21 Fri.	Sales and orders in the engineering industries (Aug.)	Trade and Industry	Department of Industry
	New vehicle registrations (Oct.)	PN	Department of the Environment
23 Sun.	National Savings monthly progress report (Oct.)	PN	National Savings Committee
25 Tues.	Unemployment (Nov. – prov.)	PN	Department of Employment
	Unfilled vacancies (Nov. – prov.)	PN	Department of Employment
27 Thurs.	Unemployment (Oct. – final)	Gazette	Department of Employment
	Employment in production industries (Sept.)	Gazette	Department of Employment
	Overtime and short-time working in manufacturing industries (Sept.)	Gazette	Department of Employment
	Stoppages of work due to industrial disputes (Oct.)	Gazette	Department of Employment
	Capital expenditure by the manufacturing, distributive and service industries (3rd qtr. – prov.)	PN	Department of Industry
	Manufacturers' and distributors' stocks (3rd qtr. – prov.)	PN	Department of Industry
	Slum clearances (3rd qtr. – rev.)	PN	Department of the Environment
	Housing starts and completions (Oct.)	PN	Department of the Environment
	House renovation grants approved (Oct.)	PN	Department of the Environment
	Energy trends	PN	Department of Energy
28 Fri.	Construction – new orders (Sept.)	PN	Department of the Environment
	Bricks and cement production (Oct.)	PN	Department of the Environment

* PN = Press Notice.

Northern Ireland index of industrial production for August

The provisional 'All Industries' index of production for August 1975 is 149 (Not seasonally adjusted; 1963 = 100), 11 points lower than August 1974. The index for all manufacturing industries at 148 is 17 points lower than August 1974.

The index numbers for the main industrial groups, with the percentage increase or decrease on August 1974 shown in brackets, are: textiles 194 (−20 per cent), clothing 109 (−15 per cent), engineering and metals 113 (−4 per cent), food, drink and tobacco 131 (−3 per cent), timber and furniture 136 (−12 per cent), mineral products 181 (+1 per cent), other manufacturing industries 225 (−11 per cent), gas, electricity and water 151 (−10 per cent). Back figures are to be found in the *Northern Ireland Digest of Statistics*.

Engineering industries sales and orders (SIC orders VII, VIII and IX)

The provisional trend estimates and seasonally adjusted volume index numbers of engineering sales and orders to July 1975 are contained in the accompanying table. Throughout this year whilst sales to the home market have fallen continuously, sales to the export market have declined but at a slower rate than to the home market. Latest figures now imply that the trend of net new orders to the home

Index numbers for the combined engineering industries (SIC Orders VII, VIII and IX) (a)

Volume index numbers: Orders-on-hand. December 1970 unadjusted = 100 Net new orders and sales, 1970 average monthly sales = 100

	Total			Home			Export		
	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	New net orders	Sales
Trend estimates									
1974 January	135	125	110	135	117	112	135	142	104
February	136	121	109	135	112	111	140	141	105
March	137	117	109	135	109	110	143	139	108
April	138	115	110	134	107	110	146	135	110
May	138	114	112	133	108	111	148	128	113
June	138	112	113	133	109	112	149	120	115
July	137	110	114	132	109	113	148	111	116
August	136	107	114	131	108	113	147	104	117
September	135	103	113	130	104	112	144	100	117
October	133	100	113	128	100	111	142	99	118
November	131	96	113	126	96	110	140	98	118
December	128	94	113	124	92	110	137	97	118
1975 January	125	92	113	121	90	111	135	97	117
February	123	92	112	118	89	110	132	97	117
March	120	92	111	115	90	109	130	97	116
April	117	92	110	112	90	108	128	97	116
May	115	92	109	110	89	106	126	98	115
June	113	90	108	108	88	105	124	97	115
July	112	89	107	106	86	104	122	97	115
Percentage change (b) Apr.-July 1975	−5.0	−3.5	−3.0	−5.5	−4.5	−4.0	−4.0	−0.5	−1.0
Seasonally adjusted									
1969	101	100	97	102	99	99	100	102	91
1970	100	99	100	100	99	100	100	100	100
1971	93	97	101	95	98	101	89	93	102
1972	99	103	101	103	108	105	90	91	92
1973	133	134	113	134	136	117	130	130	102
1974	129	109	111	124	105	111	138	118	113
1973 3rd quarter	125	142	114	128	143	118	117	139	104
4th quarter	133	135	113	134	132	117	130	143	104
1974 1st quarter	136	117	109	133	109	111	143	139	104
2nd quarter	139	119	111	134	114	110	150	132	113
3rd quarter	135	104	115	131	106	114	143	99	117
4th quarter	129	96	111	124	93	109	138	104	117
1975 1st quarter	119	90	114	114	89	112	129	92	117
2nd quarter	114	94	107	108	92	104	124	101	114
1973 October	127	131	114	130	130	119	121	135	102
November	131	147	116	133	142	121	127	157	105
December	133	127	109	134	123	111	130	136	104
1974 January	136	126	104	136	119	107	136	143	99
February	136	115	110	135	107	111	139	133	108
March	136	111	112	133	100	115	143	140	106
April	138	120	110	133	110	108	147	146	114
May	139	115	108	134	111	108	149	125	108
June	139	122	114	134	120	113	150	127	116
July	137	97	116	131	94	116	149	106	115
August	136	105	115	130	107	112	146	101	122
September	135	110	113	131	118	112	143	88	115
October	133	102	113	129	99	111	142	107	117
November	131	94	111	127	92	109	140	100	114
December	129	93	111	124	88	107	138	106	120
1975 January	125	89	113	121	89	112	135	90	117
February	122	93	116	118	93	114	132	95	120
March	119	86	112	114	84	111	129	91	114
April	117	96	110	112	92	107	128	106	117
May	116	99	106	111	99	103	126	102	114
June	114	87	106	108	84	103	124	96	113
July	110	83	110	104	80	107	1	90	117
Feb.-Apr. 75 (av.)	117	92	112	112	90	111	128	97	117
May.-July 1975 (av.)	110	90	107	104	87	104	121	96	115
Percentage change (b)	−6.0	−2.0	−4.5	−6.5	−2.5	−6.0	−5.5	−1.0	−2.0

(a) All figures are provisional.
(b) For orders on hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period. The percentage changes have been based on the unrounded values and are given to the nearest half percentage point.

market is uncertain, whilst the export market is now steadying after a period of long and marked decline. The recent inflow of new business is still much lower than current sales, and order books are falling throughout the engineering sector.

The trend in the volume of total sales decreased by 3 per cent between April and July with home sales falling by 4 per cent and export sales by 1 per cent. The decline in the volume of deliveries to the home market, which has been in evidence since mid 1974, has in recent months been at a more rapid rate than for deliveries to the export market; this in part reflects the lower deliveries of domestic electrical goods following the VAT increases. The relative decline between home and export sales is also shown by the changes in the seasonally adjusted index numbers between the three monthly period May to July and the previous three months.

There was a decline in the trend of net new orders of 3½ per cent between April and July. This fall was influenced by erratic monthly movements in the home market which depressed the trend between April and July by 4½ per cent. There was a relatively unchanged trend in new orders to the export market between these months suggesting that overseas orders have steadied in the first seven months of this year after a decline of around 30 per cent from their peak in the last quarter of 1973.

With a higher level of sales than orders there was a further reduction in the trend of orders-on-hand between April and July of 5 per cent which was fairly evenly distributed between the home and export sectors. Order books have now fallen some 20 per cent from their peak levels of a year ago.

The revised figures published in this table are based on the Monthly Engineering Inquiry relating to July 1975. The response rate of 78 per cent to the inquiry for July is judged sufficient to justify publication of provisional indices for this month. Taking into account late returns now received for April, May, and June response rates for these months were 88, 88, and 86 per cent, respectively.

When using the volume index numbers and trends shown in the accompanying table, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the values of engineering sales and orders to constant prices become more acute. Because of these difficulties the relative accuracy of the volume estimates is likely to have been reduced in recent months and studies are currently in hand to ascertain the possible directions and magnitudes of any biasses, which may lead to revisions in due course.

Business Monitor PM 33-36, Engineering (volume indices of sales and orders) is obtainable from HMSO, PO Box 569, London SE1 9NH, post free for a subscription of £2.10 per annum. Volume indices are given for sales, orders-on-hand and net new orders for total, home and export markets, for each of the three SIC Orders VII, VIII and IX (mechanical, instrument and electrical engineering, respectively).

Retail sales: provisional estimates for September

Volume

The *provisional* estimate of the seasonally adjusted index of the volume of retail sales in September is 106 (1971 = 100), suggesting little difference from the previous three months.

In the third quarter the average monthly volume of sales was 4½ per cent below the average of the first half of the year but this fall probably reflects in part the distortions to the pattern of trade resulting from the April Budget.

Value

Based on non-seasonally adjusted data, the *provisional* estimate of the value of total retail sales in September was 18 per cent higher than in September 1974. In the first nine months of 1975, the value of sales was 21 per cent above the corresponding period of 1974.

Retail sales: Volume Seasonally adjusted index (1971 = 100)		Retail sales: Value Not seasonally adjusted – percentage change compared with a year earlier	
1974 1st quarter	109.8	1974 1st quarter	+11
2nd quarter	107.3	2nd quarter	+15
3rd quarter	111.0	3rd quarter	+18
4th quarter	111.6	4th quarter	+18
1975 1st quarter	111.5	1975 1st quarter	+22
2nd quarter	108.7	2nd quarter	+24
3rd quarter	105.3 (prov.)	3rd quarter	+18 (prov.)
1974 June	108.2	1974 June	+15
July	109.2	July	+16
August	111.4	August	+18
September	112.2	September	+19
1975 June	104.5	1975 June	+20
July	104.7	July	+19
August	104.9	August	+16
September	106 (prov.)	September	+18 (prov.)

Notes

The volume index is given to the nearest ½ per cent. The percentage increase in value compared with a year earlier is given to the nearest whole number.

A detailed note on the method of computation of the provisional estimates was published in *Trade and Industry* on 21 February 1974.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The provisional figures are made available by press notice in advance of this article. The final figures for September will be published in a press notice on Monday, 10 November 1975.

Index of retail sales in Northern Ireland in August

The seasonally adjusted index of retail sales in Northern Ireland for August was 231 (1965 = 100), 18 per cent more than in August 1974.

After allowing for price changes, the total volume of sales in August showed a decrease of 6 per cent compared with the corresponding period last year.

The seasonally adjusted index numbers of the value of sales in August and percentage increases on a year earlier for the main groups of traders are shown below. More detailed information can be obtained from the Department of Commerce, Index of Retail Sales, 21 Linenhall Street, Belfast BT2 8BZ (tel. Belfast (0232) 28081, ext. 140).

		August 1975	
Sales by	Sales in 1965 – £m	Seasonally adjusted value index numbers 1965 = 100	Percentage increases
All kinds of business	219	231	18
Food shops	97	252	19
Non-food shops	122	213	18
Of which:			
Clothing and footwear shops	36	213	19
Durable goods shops	21	227	11
Miscellaneous non-food shops	43	226	21
Department and general stores	22	170	21

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901, Thomas More Building, Royal Court of Justice, Strand, London WC2A 2JY.

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Her Majesty's Stationery Office will continue to handle all circulation and distribution matters and subscription inquiries and queries should continue to be addressed to them.

Index of retail prices for September

The index of retail prices for all items for 16 September 1975 was 140.5 (15 January, 1974 = 100). This represents an increase of 0.9 per cent on August (139.3) and of 26.6 per cent on September 1974 (111.0).

The rise in the index in September was due to rises in the average levels of prices of clothing, second-hand cars, meals bought and consumed outside the home, green vegetables and some other goods and services which were only partly offset by a fall in the average price of apples.

The movements for the main groups of the index are shown in Table 2.

TABLE 1

	All items			All items except seasonal food		
	Index 15 January 1974 = 100	Percentage change over 1 month	Percentage change over 12 months	Index 15 January 1974 = 100	Percentage change over 1 month	Percentage change over 6 months
1975						
April	129.1	+3.9	+21.7	129.4	+3.7	+13.8
May	134.5	+4.2	+25.0	134.8	+4.2	+16.6
June	137.1	+1.9	+26.1	137.1	+1.7	+16.8
July	138.5	+1.0	+26.3	138.5	+1.0	+14.9
August	139.3	+0.6	+26.9	139.7	+0.9	+14.0
September	140.5	+0.9	+26.6	140.9	+0.9	+12.9

TABLE 2

	Indices (15 January 1974 = 100)		Percentage change over the month
	12 Aug. 1975	16 Sept. 1975	
All items	139.3	140.5	+0.9
All items excluding food	140.3	141.5	+0.9
Food	136.3	137.3	+0.7
Seasonal food	131.7	133.8	+1.6
Other food	137.5	138.3	+0.6
Alcoholic drink	143.5	143.8	+0.2
Tobacco	158.8	160.5	+1.1
Housing	130.5	131.1	+0.5
Fuel and light	155.0	155.6	+0.4
Durable household goods	135.2	136.3	+0.8
Clothing and footwear	127.6	129.3	+1.3
Transport and vehicles	148.2	149.8	+1.1
Miscellaneous goods	142.4	143.5	+0.8
Services	137.8	139.6	+1.3
Meals out	136.6	139.2	+1.9

Statistics on retail trading in Yorkshire and Humberside

A statistical report on retail trading in Yorkshire and Humberside* is the ninth of 10 area analyses of information from the 1971 Census of Distribution and Other Services to be issued by the Business Statistics Office.

The statistics, covering Lincolnshire (Parts of Lindsey) and the East and West Ridings of Yorkshire, are based on the situation as it was in 1971 and do not take account of the changes under the Local Government Act 1972. They are concerned mainly with retail trading but include some information on hairdressing and footwear repairing. Detailed tables show retail outlets by kind of business and where possible, form of organisation for all towns in Yorkshire and Humberside with a population of 20,000 or more and where appropriate also for the town centres. There are total figures for each county and for the towns and rural areas within each county.

More detailed information for rural areas and for towns with smaller populations is available in a set of 103 special unpublished tables available at £1.25 plus VAT for up to five tables and 25p plus VAT for each additional table direct from the Business Statistics Office, (Census of Distribution), Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2000) from whom further information about the Census may also be obtained.

* Business Monitor SD 14 available price £1.50 from Her Majesty's Stationery Office bookshops, through book sellers or by mail order direct from HMSO, PO Box 569, London SE1 9NH.

Sales in the carpet industry in August

The daily rate of manufacturers' sales by value in August 1975 at current prices was provisionally estimated to have been 12 per cent more than in August 1974, assuming 20 working days in August 1975 and 21 working days in August 1974. In the three months ended August 1975, the daily rate of manufacturers' sales was provisionally estimated to have been 8 per cent more than in the corresponding period 12 months ago, assuming 64 working days in both periods. The index numbers, which are of manufacturers' sales by value, have been adjusted for the length of the working month, but not for non-statutory holidays or other seasonal factors. The Wholesale Price Index of carpets is shown as a guide to the movement in prices.

1970 = 100

		Index of manufacturers' sales at current prices	Wholesale price index
1969		93	96.6
1970		100	100.0
1971		115	104.9
1972		135	111.7
1973		166	130.2
1974		179	153.1
1974	Quarter ended June	186	150.6
	Quarter ended September	164	158.7
	Quarter ended December	202	161.5
1975	Quarter ended March	190	169.5
	Quarter ended June	194	171.2
1974	May	181	151.6
	June	194	151.9
	July	151	157.0
	August	157	159.2
1975	May	195	170.4
	June	201	172.7
	July	167	179.2*
	August	176	179.6*

* Provisional.

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*1971 figure

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is pleased to accept the invitation to attend a seminar on corrosion problems and protection in industry at the Waldorf Hotel London, on Thursday 6 November 1975 at 9.45 am. (The registration fee of £8·50 covering lunch and a Corrosion Directory, is enclosed.)
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PQ 335 Textile machinery and accessories for second quarter 1975
PQ 339.2 Printing, bookbinding and paper goods machinery for second quarter 1975
PQ 384 Locomotives, railway track equipment, railway carriages, wagons and trams for first and second quarters 1975
PQ 399.6 Metal hollow-ware for second quarter 1975
PQ 421 Narrow fabrics for second quarter 1975
PQ 429.2 Miscellaneous textiles industries for second quarter 1975
PQ 431 Leather (tanning and dressing and fellmongery) for second quarter 1975
PQ 444 Overalls and men's shirts, underwear, etc. for first quarter 1975
PQ 446 Hats, caps and millinery for second quarter 1975
PQ 469.1 Abrasives for second quarter 1975
PQ 484.2 Miscellaneous manufacturers of paper and board for second quarter 1975
PQ 493 Brushes and brooms for second quarter 1975
PQ 494.3 Sports equipment for second quarter 1975
PQ 499.1 Musical instruments for second quarter 1975

The metric change

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Business Monitors in the Production series and Miscellaneous series, and certain Monitors (Nos. SD 1 to SD 9) in the Service and Distributive series, are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Library at the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121/497122 – Answer back BSO Newport), from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly Monitors cost 30p a copy post free. The annual Monitors are individually priced, and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at either the Department of Industry Central Library, 1 Victoria Street, London SW1H 0ET, or the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

The Annual Census of Production Reports (the PA series of Monitors), and the 1971 Census of Distribution Reports (which are being published as Monitors SD 10 to SD 23, though not all are yet available) can be obtained on standing order from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH, or can be purchased separately from the Government Bookshops or through booksellers.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday 17 October 1975.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Review No. 2 (29th Year)	BR/E 38276/18/10/80	10	14 October	Data Film Distributors Ltd.	National Coal Board
The Man From Hong Kong	BR/E 38279/18/10/80	103	14 October	Cathay Films Ltd.	The Movie Company Pty. Ltd., Sydney
When You Want One – You Can't Find One	BR/E 38283/18/10/80	22	17 October	United Artists Corporation Ltd.	Kit Williams, Alan Spencer and Christopher Squires
Movietone News 2419	BR/E 38134/18/10/80	9	17 October	British Movietonews Ltd.	British Movietonews Ltd.
			COMMUNITY		
Love In A Women's Prison	EC 38281/18/10/80	96	16 October	Eagle Films Ltd.	Angry Films Srl, Rome
			FOREIGN		
The Master And Margarita	F 38274	101	14 October	Nationwide Film Distributors Ltd.	Dunav Film, Belgrade and Euro International Films, Rome
Six Penguins	F 38275	5	14 October	Children's Film Foundation Ltd.	Film Bulgaria, Sofia
Attila '74	F 38277	100	14 October	Academy Cinema Ltd.	Michael Cacoyannis, Athens
Love And Death	F 38278	85	14 October	United Artists Corporation Ltd.	Jack Rollins and Charles H. Joffe Productions, New York
The Dragon's Teeth	F 38280	90	16 October	Eagle Films Ltd.	Chang's Film Co., Hong Kong
Malaysia Our Unspoilt Land	F 38282	16	17 October	Cathay Films Ltd.	Cathay Film Services Ltd., Singapore
Bite The Bullet	F 38284	131	17 October	Columbia-Warner Distributors Ltd.	Pax Co., Pax Enterprises Inc., California

Amendments to the Register

The registration number of the film 'Stick 'Em Up Darlings', registered on 19 June 1975, has been amended to EC 38149/21/6/80.

The registration number of the film 'Italian Graffiti', registered on 9 July 1974, has been amended to EC 37609/14/7/79 and the maker's name to Oceania Produzioni Internazionali Cinematografica, Rome.

Index to statistics and organisational information published regularly in 'Trade and Industry'

A = annually M = monthly Q = quarterly 6M = every six months.

Title	Last published
Air transport: trade by air (6M)	16 May 1975
Balance of payments:	
current account (M)	17 Oct. 1975
trends in invisible transactions (Q)	17 Oct. 1975
(*see also* Overseas trade of the UK)	
Bankruptcies *see* Insolvencies	
Business names and limited partnerships (A)	30 Jan. 1975
Capital expenditure: manufacturing, distributive and service industries (Q)	3 Oct. 1975
Catering trades turnover (M)	17 Oct. 1975
Census of production (A)	19 Dec. 1974
(amendment)	16 Jan. 1975
Chemicals industry activity (Q)	26 Sept. 1975
Companies:	
acquisitions and mergers (Q)	15 Aug. 1975
insolvencies (Q)	1 Aug. 1975
liquidity (Q)	12 Sept. 1975
new registrations:	
Gt. Britain (M)	19 Sept. 1975
N. Ireland (M)	3 Oct. 1975
rate of return on capital	This week
Construction work overseas (A)	17 Oct. 1975
EEC economic indicators	3 Oct. 1975
Energy trends (M)	3 Oct. 1975
Engineering industries: sales and orders (M)	This week
Film industry	
British Film Fund Agency returns (M)	10 Oct. 1975
cinema admissions and takings (M)	3 Oct. 1975
overseas payments and earnings (A)	8 Aug. 1975
registrations of films (A)	6 Feb. 1975
Food:	
consumption levels (6M)	10 Oct. 1975
household consumption (Q)	3 Oct. 1975
Footwear industry: production, orders and deliveries (M)	17 Oct. 1975
Foreign exchange: official reserves (M)	10 Oct. 1975
Foreign trade: industrial countries' production and trade (Q)	8 Aug. 1975
(*see also* Overseas trade of the UK)	
Hire-purchase business (M)	10 Oct. 1975
Industrial production:	
index numbers (M)	This week
N. Ireland index (M)	This week
Wales	10 Oct. 1975
Insolvencies in England and Wales (Q)	1 Aug. 1975
Insurance companies: investments and assets (A)	22 Aug. 1975
Investment:	
book values of overseas direct investments (every 3 years)	15 Nov. 1973
industry's investment intentions (3 times a year)	10 Oct. 1975
investment and earnings overseas (A)	14 Mar. 1975
(amendment)	21 Mar. 1975
Machine tools: sales and orders (M)	5 Sept. 1975
Man-made fibres:	
deliveries (Q)	5 Sept. 1975
production (M)	3 Oct. 1975
production: quarterly analysis (Q)	5 Sept. 1975
Motor industry:	
car and commercial vehicle production (M)	26 Sept. 1975
estimated figures (M)	17 Oct. 1975
motor trade turnover (Q)	22 Aug. 1975
Office development permits (Q)	26 Sept. 1975
Overseas trade of the UK:	
direct exporters and credit terms (A)	11 Apr. 1975
UK overseas trade in 1973	16 May 1974
unit value and volume index numbers (M)	19 Sept. 1975
value: analysis of trends (Q)	29 Aug. 1975
(*see also* Balance of payments)	
Paper and board production (M)	30 Jan. 1975
Pension funds: investments and assets (A)	22 Aug. 1975
Regional selective assistance (M)	17 Oct. 1975
Retail prices index (M)	This week
Retail trades:	
sales (M)	10 Oct. 1975
provisional figures (M)	This week
sales, N. Ireland (M)	This week
stocks (M)	17 Oct. 1975
Royalties: overseas transactions (A)	11 Apr. 1975
Shipping: nationality of vessels in UK sea-borne trade (A)	23 Jan. 1975
Steel consumption and stocks (Q)	26 Sept. 1975
Stocks:	
manufacturers' and distributors' quarterly figures (Q)	3 Oct. 1975
manufacturers' stocks: monthly estimates (M)	3 Oct. 1975
retail (M)	17 Oct. 1975
Television: overseas payments and earnings (A)	8 Aug. 1975
Textiles:	
activity in the industry (Q)	25 Apr. 1975
carpet sales (M)	This week
cotton industry production (M)	19 Sept. 1975
hosiery production (M)	17 Oct. 1975
made-up clothing: orders and deliveries (M)	10 Oct. 1975
wholesale houses' sales (M)	3 Oct. 1975
wool exports (Q)	20 June 1975
wool output (M)	19 Sept. 1975
Tourism:	
foreign visitor arrivals (M)	26 Sept. 1975
overseas travel and tourism (A)	7 Mar. 1975
Wholesale prices:	
average prices of selected commodities (A)	13 June 1975
index numbers (M)	This week

Departmental organisations, etc.

Subjects	Last published
British commercial representations overseas	3 Oct. 1975
Customs notices of interest to exporters	10 Oct. 1975
ECGD local offices	10 Oct. 1975
Guide to Departments	11 July 1975
Official Receivers' offices	3 Oct. 1975
Programme of trade promotions	This week
Release dates of economic statistics	This week

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Government Sales

Ministry of Defence

4 and 5 November 1975 Miscellaneous stores

Location: Ordnance Storage and Disposal Depot RAOC, Ruddington, Notts

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13 November 1975 Miscellaneous stores

Please note new location: The Post House, Herbert Walker Avenue, Southampton SO1 0HJ

Auctioneers: Richard Austin and Wyatt (Dept. L), 79 High Street, Fareham, Hants PO16 7AX

The lots which are lying at various depots in Hampshire include an ALC/Jones 6/10-ton mobile crane, tractors, vehicles and machine tools. Aluminium, batteries, electrical spares, kitchenware, photographic material, pallets, tools, tyres and wooden boxes. 300 lots of furniture including bookcases, bureaux, chairs, tables, wardrobes, etc. 300 lots of clothing and textiles which include blankets, boots, greatcoats, carpets, jerseys, rags and many other items.

Catalogues for the above sales which give details of the lots, conditions of sale, viewing times, etc., are available from the auctioneers from two weeks before and up to the day of the sale, price 10p (postal orders only).

Hovercraft sale by Tender

Tenders are invited for SRN6 Mk5 Hovercraft, serial numbers XT.493 and XT.657, which are lying at RN Aircraft Yard, Fleetlands and HMS 'Daedalus', Lee-on-Solent, respectively.

Tender forms are available from the Directorate of Navy Contracts (Supplies), Ministry of Defence, Ensleigh, Bath, BA1 5AD (Telephone: Bath 6933 ext. 4748).

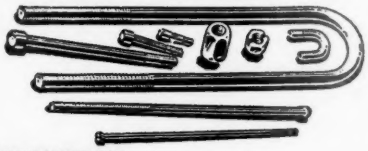
Forms must be requested by 20 November 1975, as the tenders are due at *NOON on Wednesday, 26 November 1975.*

Wembley Auction Sales 1975/76

4 November 1975

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Services Agency Supplies Division Store India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Office and Miscellaneous Furniture Engineering, Electrical, Canteen, Domestic and Other Equipment
Auctioneers:	Messrs. Fuller, Horsey, Sons and Cassell 52 Bow Lane London EC4M 9ET Tel. 01-248 7954
Catalogue:	Direct from the auctioneer price 10p each

Commercial Vehicles and Agricultural Machinery
Through bolts, spring centre bolts, U bolts, wheel studs and nuts, etc. consult



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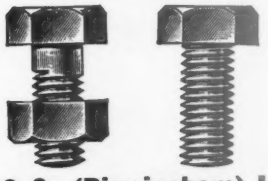

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Northern: Mr H. G. Roberts, Andrews House, Gallowgate, Newcastle upon Tyne NEI 4TB (Tel: 27575 – Telex 53277).

Yorkshire & Humberside: Mr T. Cooban, City House, Leeds LS1 4JG (Tel: 38232 – Telex Econ Plan 55472 – message to be prefixed for COI).

East Midland: To be appointed, Cranbrook House, Cranbrook Street, Nottingham NG1 1EW (Tel: 46121 – Telex 37572).

Eastern: Mr A. A. McLoughlin, Block D, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (Tel: 58911 – Telex 81187).

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* National companies in central London, and particularly those with UK subsidiaries or branches, which require overseas publicity should consult Industrial Section at COI Headquarters: Mr E. Turnbull, Central Office of Information, Hercules Road, London SE1 7DU (Tel: 01-938 2345 ext. 271 – Telex 915444).

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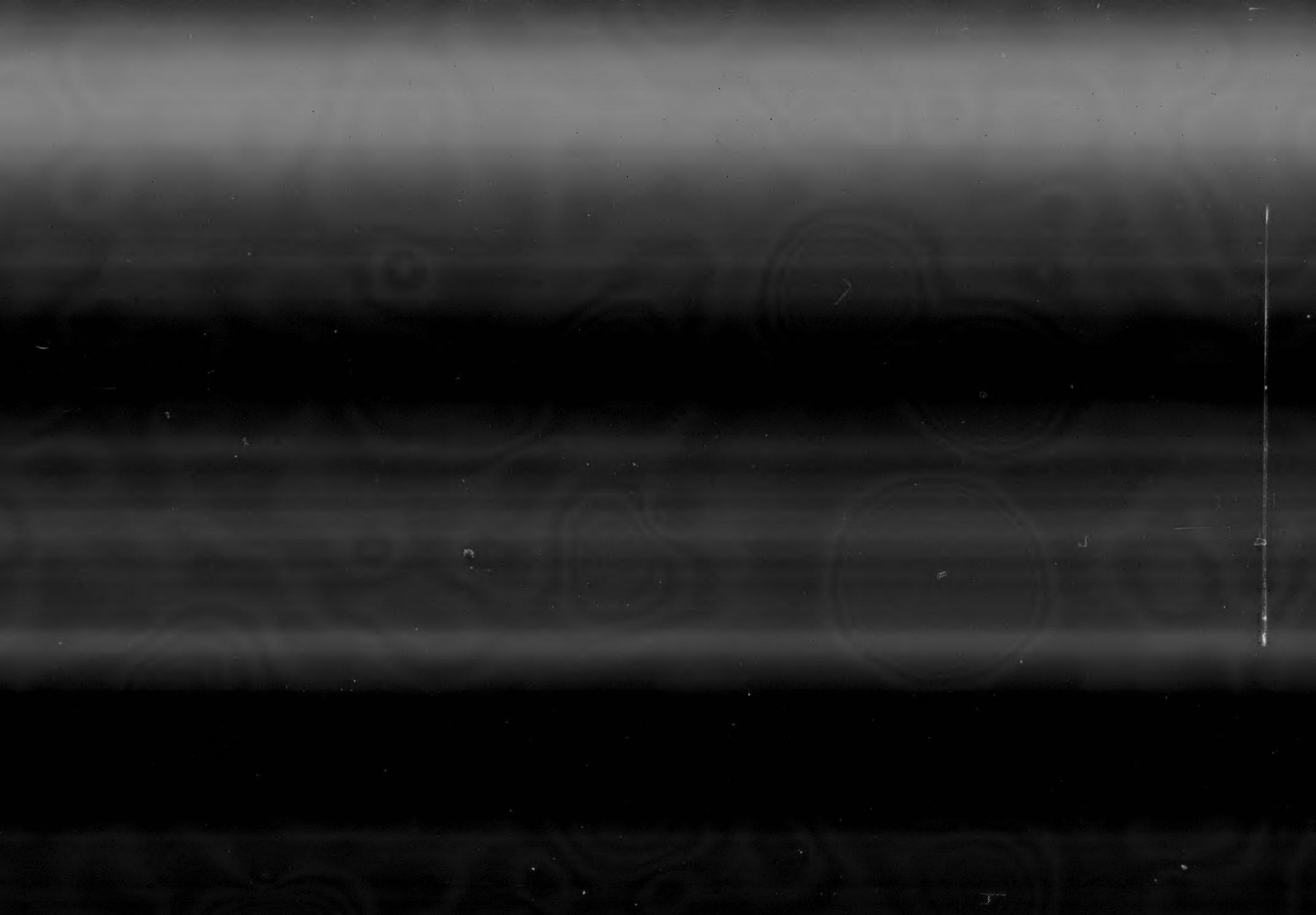
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